TRADE AND INDUSTRY

19 April 1973 Volume 11 No 3 10p

Marketing goods abroad—the role of overseas trade fairs and business missions

Westec 73 shows machine-tools sales comeback on US West Coast

Future trade with the German Democratic Republic

Gordon Bowen discusses the Metrication Board's Annual Report

BOTB Programme of Trade Promotions 1973-75

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Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 11. No. 3. Pages 117 to 164. April 19, 1973. Price 10p. Net subscription post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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Marketing goods abroad—the role of overseas trade fairs and business missions

by A. J. Stroud, deputy director, Fairs and Promotions Branch, DTI*

THE basic purpose of British Overseas Trade Board support for overseas trade fairs is to increase Britain's exports, coinciding with British firms' objectives, namely to increase their sales. Our support is now costing the taxpayer more than £6 million a year, and it follows that in administering this support our aim is to get real commercial dividends for this expenditure of public money—dividends which can be measured in terms of increased exports. In 1972 we supported 5,000 firms exhibiting at 291 trade fairs in 37 countries.

Participation at an overseas trade fair must be well planned and organised. It must form an integral part of a firm's total marketing policy, and the decision to participate must be based upon sound market intelligence. Such decisions must be taken anything from nine months to a year before an event, sometimes earlier. In short, we must think ahead.

Looking at the various elements in this trade fairs equation more closely, there is a need to analyse what we seek to achieve by participating. There is a need to think ahead at least nine months, preferably longer. Third, there is a need to obtain the necessary market intelligence to enable a judgment to be made. Fourth, there is a need to plan and to organise. Finally, there is a need to ensure that we gain the last ounce of commercial benefit from our participation. We like to think of this equation in terms of a Joint Venture.

Experience shows that British firms participate at overseas trade fairs with one or more of these objectives in view: to meet new customers and identify new possible sales; to introduce new products; to prepare the ground for a future sales campaign; to consolidate contacts with existing customers; to support an existing agent or to form a judgment about the effectiveness of an existing agent; to look for new agents; and to become better informed about the activities of their foreign competitors and their products. The better planned the market strategy the more successful firms will be in securing their objectives.

Programe of trade promotions

We publish every three months (in January, April, July and October) in *Trade and Industry* our Programme of Trade Promotions. This is our own forward look. We are looking ahead two years, and it rolls forward two years every quarter. This forward look lists in its first section under broad commodity heads those overseas trade fairs where we think British firms in their own commercial interests may wish to participate: we also provide contacts and telephone numbers to make follow-up action easier for firms. We are investing a good deal of money in staff time and other overheads and in publication costs in providing industry with this service. We expect firms to use it, and the energetic exporters do. They use it as an overseas marketing management tool.

Firms cannot evolve a strategy for attacking an export market without good market intelligence. We need to know, for example, the size of the market for your products, your share of it, the shares held by your foreign competitors, the reasons for your and their success and what is needed to be done to increase your share of the market. Firms obtain this market intelligence from their own representatives in the market, from visits to the market by suitably qualified people employed by the firm and sometimes by the employment of specialists. Indeed, firms may take advantage of our Export Marketing Research Scheme.

The role of regional and overseas officers

The British Overseas Trade Board's regional export officers, where necessary with the help of the General Export Services Branch, will provide firms on request with readily available market information, and where it is appropriate overseas commercial officers help will be sought either by the regional export officer or by General Export Services Branch.

Apart from providing market information, providing lists of potential buyers, suggesting suitable agents and so on, overseas commercial officers specially report to us about trade fairs, exhibitions, etc. which take place in their territories and where in their judgment British firms should be exhibiting their products. We bring this information to the attention of British firms in one or all of three ways: by publication in our Programme of Trade Promotions; through a trade association or a Chamber of Commerce; direct, and for this we use our own very important EIS—the Export Intelligence Service.

It follows that all who are keen to increase your exports should be subscribers to *Trade and Industry* and to the EIS, whereby information is disseminated promptly through the computer.

Having done our market intelligence homework and decided to participate at a particular trade fair the potential planning and organising begins. We need to know ideally not later than nine months before an event how many firms wish to participate with our support. We need this information so that we can make a firm site booking. The earlier we can make such a booking the better our chances of getting a really good site. Naturally our aim and that of our overseas commercial officers is to negotiate for the best possible site.

Very soon after this we need to know what products each of the firms participating intend to exhibit. We need to know the details that should go on to the fascia board; the name of the exhibitor's agent; whether or not agents are wanted and

* Based on a paper presented to the Marketing Communications Convention in Bournemouth last week.

information about the services required such as lighting, electrical points, waste drainage, compressed air and gas and in some cases shelving, plinth and display counters. Firms must make decisions about all these detailed matters early. There really is no excuse for delaying decisions on such matters of detail.

For our part we have to make a coherent whole out of the sum of all the separate parts. We cannot allow the speed at which we progress in our detailed planning and organising to be dictated by the speed of the slowest responding firm. That is why we impose cut-off dates. Our aim is to get value for the taxpayers' money, and our decisions are directed to that end. We do know from our own experience that the earlier we can go out to tender for our stand requirements the lower the tender price will be, and the more efficient we are the more events we can support you at within our existing resources.

What support can you get?

The Joint Venture Scheme: The bulk of the financial support of British firms at overseas trade fairs falls under the Joint Venture scheme. Joint Ventures are collective displays of products wholly or mainly manufactured in this country. Under the Joint Venture scheme on payment of a participation fee of £50 we rent a site to provide space and a shell stand. Provided adequate space is available, each firm is allowed free the area required for the effective display of its products. These collective displays have to be sponsored by a non-profit making body, which is usually the appropriate trade association.

British pavilions or sections: At some international general fairs exhibitors are grouped by nationality rather than by industry. This national pattern appeals to some fair organisers and often to governments, especially in the less developed countries, but it makes better sense for all concerned when general fairs are organised on an industrial basis. Accepting that we have to live with the situation as it exists and not as we would wish it to be, we will provide a focal point for a national display by any number of firms across the whole range of industry. However, we need to be satisfied that British firms will be at real disadvantage unless a British pavilion or section is organised, and that a sufficient number of British firms will want to take part.

We assist firms by building or renting a British pavilion (or section) and charge a low rent to exhibiting firms. In these cases we assume the role of the sponsoring body. Our charge may be equated with the administration charge levied by Joint Venture sponsors.

Other forms of support

The other forms of support available to British firms taking part at overseas trade fairs with our support are:

50 per cent of the expenditure actually incurred on travel (within the maximum of half the appropriate return tourist air-fare) for:

(i) two representatives of the trade association organising the Joint Venture, each of whom mans the trade information stand for the duration of the event;

(ii) two representatives of each firm participating in a Joint Venture outside Western Europe, each of whom mans the stand for the duration of the event; and

50 per cent of the freight cost of returning to the United Kingdom unsold goods which were exhibited for sale at the fair at which the Joint Venture was held outside Western Europe.

British exhibitions: From time to time, opportunities are identified for special promotional efforts by British industry in countries where no suitable trade fair exists to satisfy the requirements. Provided that initial soundings show that this form of promotion will attract sufficient support from British industry, an appropriate all-British exhibition is organised. Firms taking part are provided with broadly the same facilities as British pavilions.

Those who take part in trade fairs under these schemes will know that we offer a professional service which will stand comparison with any comparable support arrangements available to our foreign competitors. All of these arrangements have one common feature—the collective aspect of the enterprise. There are good reasons for this: first, HM Government must have regard to certain aspects of its international obligations and the ways in which it gives assistance to exporters, and, second, the group participation will often achieve, by its size and character, a promotional impact which gives a special emphasis to the projection of our industrial image. Many firms, of course, regularly take part in many trade fairs independently of these arrangements. This is as it should be, for the primary purpose of our schemes is to assist firms when they are getting established in a market.

Firms whose participation at a particular overseas trade fair forms part of their well planned strategy for increasing their share of the market will need little back-up help from the British Overseas Trade Board. They will have done all their homework; they will, for instance, have identified potential buyers and taken steps to try to ensure that these potential buyers visit their stand at the event. These firms will have on their stands people capable of discussing with potential buyers the products exhibited in technical detail, including their competitive and cost advantages and their servicing and spare-part arrangements within the potential buyer's territory. These export salesmen will be sufficiently responsible to clinch a sale there and then.

The inexperienced exhibitor

But some firms exhibiting at a trade fair with our support will need all possible assistance from us. To that end we arrange for the inexperienced exhibitors to be interviewed by one of the British Overseas Trade Board's regional export officers. That will be done well before an event. The object is to find out what forms of assistance the inexperienced exhibitor is likely to require before or during the event or in any selling activity which he undertakes at the same time. In appropriate cases the British Overseas Trade Board's regional export officer or the British Overseas Trade Board's General Export Services Branch ask the overseas commercial officers concerned to provide supplementary information either before the event or for use by the exhibitor when he arrives in the overseas country.

The trade fair organiser will naturally publicise the event; indeed, he has a vested interest in maintaining if not improving the standing and character, as it were, of the event. The event organiser will usually relate success to the number of potential buyers who visit the event. Naturally we want to take whatever advantage we can of this publicity—this is one of the reasons why getting the right site is important. But each of us must also do all that we can to publicise the British presence so that potential buyers who visit the event will also visit the British stands. Publicity takes two forms, non-official and official. As regards non-official publicity, firms participating with our support are naturally expected to publicise among potential buyers their participation at the event. As regards official publicity, well ahead of the fair the overseas commercial and information officers are provided with material to be used in official publicity in support of British exhibits. This material usually takes the forms of product information of general news value, the complete list of exhibitors with details of the products which will be shown, and for some fairs, a brochure prepared by the COI describing and illustrating the British exhibits.

(continued on next page)

THE ROLE OF OVERSEAS TRADE FAIRS
continued

To sum up we financially support collective displays of British products at overseas trade fairs, we also help firms to do their homework to ensure that they get the full commercial benefits from their participation, and we also help to get potential buyers to visit the British stands. From then on firms are on their own; price, quality, delivery and back-up are important, but not least in importance is the presentational standard adopted by the firm and the ability of the people manning firms' stands, the export salesmen.

Turning to business missions, our support under the British Overseas Trade Board's outward mission scheme is intended to encourage businessmen to visit overseas markets to explore and assess the prospects for exports or to reinforce a marketing effort. We will support such missions where the products or services have promise in the market, but to be eligible for support for the reasons stated earlier, the outward mission must be a group sponsored by a trade association or other appropriate non-profit making body.

Firms will be expected to:

provide the sponsoring body with information about the products or services they wish to sell and the marketing objectives they seek to realise at least three months before the proposed mission's departure date;
ensure that their representative on the proposed mission is competent to discuss all aspects, including the supply, of the products or services they wish to sell;
have the production capacity to enable them to supply any business that may result from the mission;
be prepared to establish a sales channel in the country concerned, unless one already exists; and
provide the sponsoring body, within two months of the end of the mission, with a report indicating the business actually placed during the mission, what marketing arrangements were made as a result of the mission and the extent to which the firms marketing objectives were realised.

Other conditions, including the level of contributions, are set out in the leaflet describing the scheme. This scheme is administered flexibly. By that I mean each person in a group can pursue his own separate itinerary within the country or countries to be visited. The level of our support is related to the return economy rate air-fare by scheduled flights. Outward mission sponsors are of course free to seek the most favourable package terms for their groups. The advantage is that our contribution goes further. The disadvantage is that a package arrangement inhibits individual flexibility.

Those are two of the main ways in which we in the British Overseas Trade Board's Fairs and Promotions Branch can support you in your own overseas marketing efforts. Our interests and yours are complementary. We want to increase exports to improve the balance of payments. You want to increase sales to lower unit production cost and thus improve profits. Let us help you with your marketing efforts. We are sure that will help us to improve the balance of payments.

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Sir Peter Allen meets British Chambers of Commerce in Europe

SIR Peter Allen is representing the British Overseas Trade Board at the tenth annual conference of British Chambers of Commerce in Europe, which began in Lausanne on April 17.

Delegates are attending from the British Chambers in Belgium and Luxembourg, France, Greece, Italy, the Netherlands, Portugal, Spain, Sweden, Turkey and the British Trade Council in Germany. Delegates attending from the United Kingdom include those of the Department of Trade and Industry, the Association of British Chambers of Commerce, the Chambers of London, Birmingham and Paisley, and the Confederation of British Industry.

Sir Peter Allen will speak about the objectives of the British Overseas Trade Board and will discuss how British Chambers of Commerce overseas can help with export trade promotion.

Mr. John Raven, Director-General of the ABCC, will address the conference about the role of United Kingdom Chambers in relation to the EEC and about the proposal for public law status. Other topics for discussion include the Devlin report on trade organisations, and non-tariff barriers affecting British exports to Europe.

Membership of the overseas Chambers of Commerce is largely made up of British businessmen serving their companies abroad, and there will be particular emphasis at the conference on dovetailing their activities with those of official and private organisations in the United Kingdom.

Seminar on trade with Mexico

A LARGE party of Mexican businessmen will be attending a one-day seminar on Mexico arranged by the British Overseas Trade Board's Advisory Group on Latin America at Canning House. The meeting is being held at the Europa Hotel, London, on May 9. The seminar will be chaired by Canning House president Lord Chalfont, and speakers will include the Deputy Secretary of State for Industry and Commerce, Sr. Lic. J. Campillo Sainz, the president of the Mexican Chapter of the British-Mexican Businessmen's Committee, and a Vice-President of the National Bank of Mexico. Most of the day will be devoted to panel discussions on investment, import and export. The fee is £20. Inquiries to Canning House, 2 Belgrave Square, London SW1X 8PJ.

Packaging film from British Cellophane's various UK factories is consolidated into unit loads at Hull for delivery to the Netherlands. Computer programming, from receipt of order to dispatch of the finished product, is assisting the company's marketing efforts, and deliveries to the Netherlands take only two or three days. Sales to continental Europe have been increasing, with 'Cellophane' exports now standing at around 8,000 tonnes per annum.

Machine-tool sales comeback on US West Coast evident at Westec

British well placed after monetary realignment

From Michael R. Granat, British Consulate-General, Los Angeles: The 1973 Western Metal and Tool Exposition and Conference (Westec) completed its first decade of service to the western metals and manufacturing industries when the event was held in March in the Los Angeles Convention and Exhibition Centre.

Show officials reported an increase of about 20 per cent in the number of companies taking part in Westec 73—a boost which moves the companies over the 200-mark. This was reminiscent of the event's early growth record.

Westec 73 was the tenth annual event sponsored by the Society of Manufacturing Engineers, Michigan, and the American Society for Metals, Ohio. The purpose of the five-day conference and exhibition was to update manufacturing engineers in the western United States and Canada as to new materials, manufacturing technology and equipment being offered.

The British, Italian, Swedish and West German machine-tool industries all reserved large blocks of space. In addition, metal-working equipment made in France, Canada, Japan, Poland, Switzerland, and several other countries were shown by US-based dealers.

American participants

Major American machine-tool and equipment manufacturers who participated included Cincinnati Milacron Inc.; Danley Machine Co.; Kysor Industrial Corporation; LeBlond Inc.; Moog Inc.; National Automatic Tool Co. Inc.; Pratt and Whitney (Aircraft Div.); Rockwell Manufacturing Co.; Strippit Division of Houdaille Industries Inc.; and Warner and Swasey Co.

All told, there were 200 exhibitors demonstrating equipment valued at approx $10 million. Although West German equipment had been shown before at Westec by individual companies and American distributors, this was the first time the Germans had a group exhibit.

Eight British companies exhibited in a group sponsored by the Machine Tool Trades Assn. and BOTB. Equipment displayed included electron-beam welders, high-vacuum furnaces, automatic and plug-board control lathes, machines for facing, centring and chamfering, rotary transfer machines, engineers' cutting tools, and magnetic chucks. The British companies were Wentgate Engineers Ltd., Hunts, James Neill Ltd., Sheffield, Hey Machine Tools Ltd., Coventry, EMI-MEC Ltd., Sussex, Dormer Twist and Drill Co., A. A. Jones and Shipman Ltd., Leicester, and Downham Engineering Co. Ltd., Norfolk.

Successful show

Almost all indicated that the show was successful and that they would probably be back next year. Hey Machine Tools, even before they left, had booked space for next year. Attendance was between 18,000 and 20,000 and British companies said that they did not expect to take any orders at the show but to take leads and follow them up later.

A. A. Jones and Shipman Ltd. were successful in selling two machines valued at $25,000 each and had another inquiry for one valued at $23,000.

Also evident at Westec were the varied and often unsettling effects of the international monetary realignments. Indications were that while European builders were at least coming in with short-term quotes even while their currencies continued to yoyo against the dollar, Japanese machine-tool manufacturers remained silent on letting out any new price-lists.

Although the Japanese were evasive about price fluctuations, the German Precision Tool Assn.—a consortium of 23 firms representing an annual volume of $650 million—had this to say: 'If I had known before coming to Los Angeles of revaluation, I think we would not be here.' He added that while his Associaiton's member firms would most likely raise the US prices by 5 to 7 per cent, price raises any larger than this might be difficult to institute in the American market.

Impact of devaluation

Machine-tool builders from nations whose currencies had also been sliding because they were floating, felt the impact of devaluation might work in their favour. 'We expect it (dollar devaluation) will work to our advantage because other imported equipment with which we compete has gone up in price,' said Mr. J. Maurice Higgins of Herbert Inc., Parkridge, Illinois. 'We don't expect devaluation to hurt us at all,' he said, 'knowing the floating pound has only meant a 2 per cent realignment between US and British currencies.'

Mr. John C. Mason of A. A. Jones and Shipman Ltd., seconded this view. He said: 'We feel the recent devaluation has made our products more competitive rather than less. The price difference between imports has changed in our favour.' However, Wilmur Graziano, president of the Italian turning-equipment builder Graziano and Co., noted that higher prices seemed likely since forecasts of new wage settlements with Italian metal-working trade unions pointed to an 18 to 20 per cent rise in the cost of labour.

Representatives of machine-tool builders in other hard-currency nations indicated that the latest devaluation might be the last they could swallow. They said it was not necessarily the price increase—10 per cent in this case—but the uncertainty on what prices should be quoted in the next few months.

What about the US machine-tool industry in general? The US Department of Commerce says that machine tools will out-perform the other 165 United States manufacturing industries in 1973 with a 25 per cent gain in shipments over 1972 to a record $1.5 billion. The machine-tool industry will at least equal its 1973 performance in 1974, and through 1980 shipments will increase at an average 10.2 per cent to an estimated $2.6 billion.

Hopeful forecasts

The entire metal-working industry fares well in the US Government forecast, with a projected 15 per cent gain in shipments for the year, but it is machine tools that stand out. The US Commerce Dept. predicted that metal-cutting machine-tool shipments this year will total $1.05 billion, a 27 per cent gain over the 1972 total of $825 million.

Metal-forming machine-tool shipments are expected to increase 20 per cent to $450 million against, $375 million in 1972. The machine-tool business in January of this year showed new orders outstripping shipments by almost two-to-one.

The US National Machine Tool Builders Association reported that orders for all types of machine tools rose 154 per cent during January over the same month a year ago. However, compared to December orders, the rise was only 15 per cent with orders for metal-cutting types of machine tools staying about even with the previous month.

Despite the problems of the dollar devaluation, the West Coast and US machine-tool industry is booming. Keep in mind that American firms must modernise their shops and machinery, because 60 per cent of the machine tools in use in the United States are 10 years old.

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs and President of the British Overseas Trade Board, being questioned by Mr. Jader D'Oliveira about plans for the Sao Paulo British Industrial Exhibition—sponsored by BOTB—for a short film for Brazilian TV and cinema newsreels. The film was shown to coincide with press conferences in London and Sao Paulo. The Exhibition will take place in August and September next year.

Great enthusiasm for Chicago's international coil-winding show

From G. C. Tout, British Consulate-General, Chicago: Seven British companies successfully participated in the Second International Coil Winding Show (Coil Winding Chicago '73). Sir Gerald Nabarro, president of the International Coil Winding Association, in opening the exhibition said: 'It comes 12 months after the inaugural Coil Winding Exhibition staged in London in 1972, and indeed the greatly enhanced membership of the Association has prompted our desire to bring here to Chicago a bigger and better exhibition this year.'

An excellent exhibition it certainly was. In addition to the British representatives, companies from the USA, Germany, Japan and Switzerland participated in this international and specialist exhibition, the first of its kind in the United States.

The show attracted a constant flow of trade visitors, and the final professional attendance was in excess of 3,000 from all over North America, confirming that the market for coil-winding machinery and equipment in the United States is an attractive and encouraging one.

'Best ever attended'

All the British participants were enthusiastic. Bachi Ltd. exhibited their tape-controlled coilwinder for pulling multiple taps, and Mr. Brian Bassman reported: 'This is the best coil-winding exhibition I have ever attended.' *Electronic Components Journal*, the bi-weekly journal, is launching its first European edition in May. Frank Whitelegg (Manufacturers) Ltd. exhibited their spiral winder, taping machine and insulating machine for use in motor-repair shops and reported a successful participation.

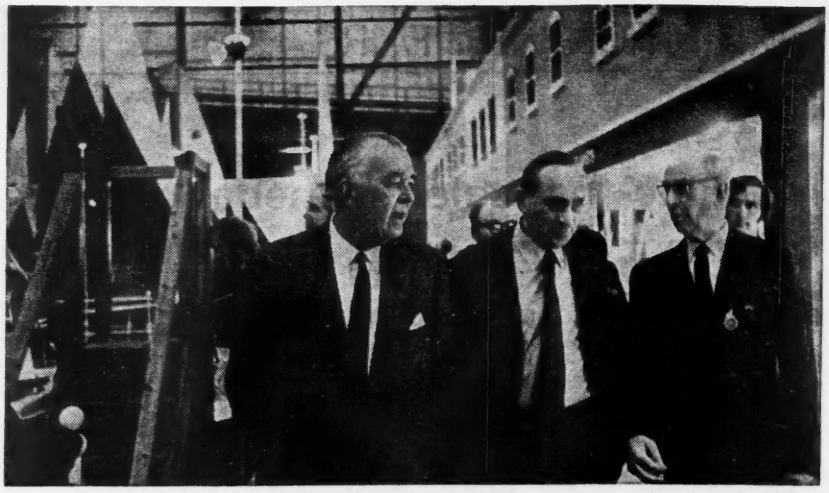
H.V.H. Engineers Limited with their high-speed bobbin winder, rotary sequential fly winder, and general-purpose coil-winder did well. Kolectric (GB) Ltd. with their range of coil-winding machinery and accessories had an excellent show.

'Fantastic' launching platform

Rotary Electrical Company Ltd. were also successful, and managing director Mr. Roland Walker reported: 'As far as we are concerned this exhibition has been fantastic. As a launching platform it certainly has given us great encouragement to come back.'

Mr. Ray Highgate of Rotawinder Ltd. (with their sequential coil-winder for winding four, eight or 12 bobbins simultaneously) probably summarised the views of everyone concerned when he said: 'Our participation at this specialist exhibition has been very worthwhile. The volume of inquiries has provided us with a valuable assessment of the very high market potential in the USA for our type of coil-winding equipment. This exhibition was excellently organised by professionals for professionals associated with the coil-winding industry, and future shows organised to this high standard will attract support.'

There was no doubt that this show was a great success for the British exhibitors and a triumph for the ICWA, its North American Council and for Mr. John McNeill and the organisers. It is certain that any future event in Chicago will attract even greater support.



Prince Bertil of Sweden on a visit to the British stands at the Stockholm boat show with, on his left, Mr. B. A. Flack, Commercial Counsellor, and Mr. Gosta Smith (International Federation of Boat Show Organisers).

Making a splash at Stockholm

From J. S. A. Balchin, British Embassy, Stockholm: 'Outstanding' was one description of the British effort at the Stockholm International Boat Show. The Stockholm archipelago, with its thousands of islands large and small, offers ideal conditions for pleasure boats of all kinds and sizes, and with one Swede in 16 owning a boat, the Stockholm area is a lucrative market.

Altogether 63 British companies took part, and they were supplemented by many agents showing components and equipment.

The centrepiece of the British display was a Joint Venture of 11 companies under the sponsorship of the Ship and Boatbuilders National Federation and the British Overseas Trade Board. The stand took the form of a harbour scene with a raised jetty and chandlers' shops in the background, providing excellent framework for the boats and equipment. Exhibitors and agents were well satisfied and reported orders in the region of £58,000, with prospects of a further £273,000 in the long term.

Notable success

Notable success was achieved by Fletcher Marine in selling as many boats at the show as in all Sweden last year. Brinfram Ltd. was a centre of attraction with its Surfblazer water scooter and made contact with potential agents for Finland, West Germany and Thailand.

The display of boats by Russell Marine Ltd., Honnor Marine Ltd., Shetland Boats Ltd., Ridgeway Marine Ltd., Avon Rubber Co Ltd., Norman Fletcher Sales and Developments Ltd., Offshore Yachts (International) Ltd. and Nautilus International Ltd., made an impressive showing against the background of the shops containing products from Munster Simms Engineering Ltd., Ian Proctor Ltd. and Brinfram Ltd.

British effort

The British effort was by no means confined to the Joint Venture. Lewmar Marine Ltd. exhibited high quality winches, which, according to the agent, are market leaders in Sweden. Perkins Engines Ltd. were prominent and looking forward to generating increased sales having completed their sales programme for the current year. The Decca Co. Ltd., with its range of navigation instruments, was pleased with the number of inquiries, as were EMI Marine Ltd. and the Ford Motor Co. The Marlow Ropes Ltd. agent was clearly delighted by the interest.

Visitors numbered 114,000 during the 12 days, 9,000 below the previous year and the result of unseasonal mild weather which tempted many Stockholmers to take an early look at the snow and ice-free countryside.

Notwithstanding this counter-attraction, there was a general air of optimism at the show generated by the upturn of the Swedish economy and the confident expectation that the Swedes have, and will continue to have for some years to come, money to indulge their passion for boats.

Secretary of State's hopes after Peking exhibition

THE British Industrial Technology Exhibition in Peking proved to be a major success, said Mr. Peter Walker, Secretary of State for Trade and Industry, making a statement on his Peking visit in the House of Commons last week.

'I am sure that over the years ahead many orders will be placed with British industry as a direct result of the impact made by this exhibition,' he said. 'I would particularly like to express my gratitude to Sir John Keswick, president of the exhibition, and to all of those who contributed to its organisation.

'I had a series of discussions with Chinese Ministers including a two-hour meeting with Mr. Chou En-lai. The meeting was cordial, and the Chinese Prime Minister expressed the hope that trade and cultural relationships between our two countries would be increased. I had detailed discussions with the Chinese Minister for Foreign Trade, and he accepted my proposal that our officials should draw up a programme for an exchange of trade missions between Britain and China over the next two years.

'He expressed his view that there would be an increase in British trade with China. I had further discussions with the Minister for Foreign Affairs, Mr. Chi Peng-fei. I aslo made visits to Hangchow and Shanghai where I visited a number of major Chinese industrial concerns and had discussions with those officials responsible for foreign trade in these areas. I believe that we can now look for a period of sustained growth in our trading relationships with China.

£1m-worth of exhibits sold off stands at Jedda building exhibition

From T. Quinlan, British Embassy, Jedda: No one can remember when, if at all, any British trade exhibition under official sponsorship has ever been held at Jedda or anywhere else in Saudi Arabia. The record may therefore be said to have been started with the opening of the British Building and Construction Exhibition in March at which some 70 British companies were represented.

In common with other parts of the Arabian Peninsula, Saudi Arabia's income has been increasing dramatically in recent years with the discovery and exploitation of major oil fields. The income is being applied to a great variety of development schemes and, in Saudi Arabia, developments in the fields of communications and of municipal improvement have led to a boom in the construction field and to greatly increased imports of building materials and construction equipment.

Saudi Arabia has little in the way of import controls, and there are no problems of exchange control. It is a competitive market but with rising standards, and quality goods and equipment are finding an increasing market.

The exhibition, sponsored by the British Overseas Trade Board and managed by Overseas Exhibition Services Ltd., was held at the Al Attas Oasis Centre and consisted of two main sections, the first in a small two-storey building in air-conditioned luxury, and the second and larger on an outside site, linked by a balcony and staircase, to accommodate heavy equipment.

Exhibits ranged from a mobile asphalt plant, stone crusher asphalt paver, concrete mixers, earth-moving equipment, vibrators, compressors, and mobile generators to building materials of all kinds, road safety and marking equipment, and service industries in the construction field providing lighting and tailor-made buildings. Two firms of consultants were also present.

£1m-worth of exhibits

The equipment imported for the exhibition had a value of over £1 million, which with a few minor exceptions was all sold. The few exceptions will be going into local agents' stock. The only exhibits being returned to the United Kingdom are the working models and display panels required for use elsewhere. Even the stand fittings were sold by the exhibition contractor, and the high-mast lighting poles used on the outside site were sold by the Department of Trade and Industry.

Visitors to the exhibition came from all parts of Saudi Arabia and officially sponsored visitors were invited from Kuwait, Bahrain, Abu Dhabi, Dubai and Muscat. The presence of visitors from other parts of the Gulf made a useful contribution to the general business conducted, as orders were placed by some of these visitors for direct supply to their own countries.

One of the biggest single orders taken at the exhibition—one for £110,000—was placed by a Gulf visitor. Agency agreements were also concluded with visitors from the Gulf, all of whom were leading merchants and contractors in their own countries. Interest in the potential of these other areas was also stimulated, particularly for those exhibitors new to Middle East markets.

Although the number of visitors was not great and the whole scene did not always resemble a beehive, exhibitors were generally delighted with the quality of the visitors and the extent of their interest.

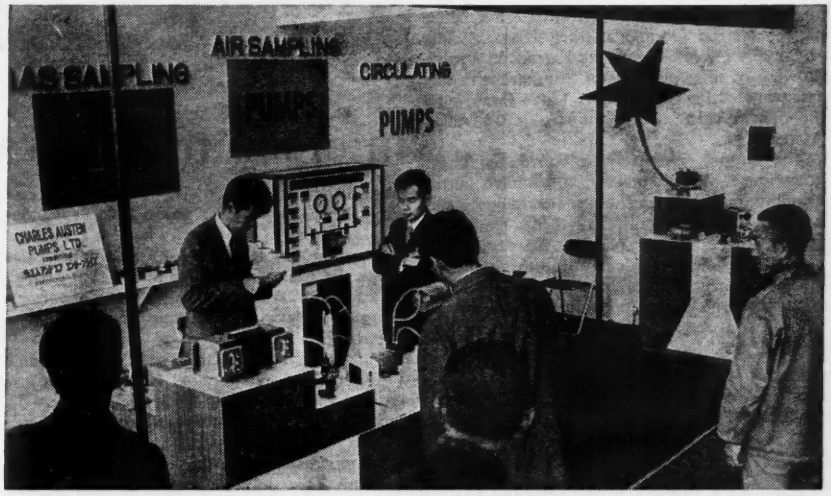
One exhibitor with experience of exhibitions in many other parts of the world commented that whereas it was fairly normal to have one serious inquiry from 10 visitors to his stand, the ratio in Jedda was nearer two serious inquiries out of every three. The same exhibitior netted a total of over 100 serious inquiries.

Almost without exception all exhibitors and their local agents will be kept busy for some time to come processing and following up orders and inquiries and making quotations. Many exhibitors' agents were happy with the presence of so many of their principals, and the whole exercise was considered to have been more than worthwhile and timely.

Contacts were made with officials from Government departments, with British and foreign consultants, and with local and foreign contracting companies working in the Kingdom. Many exhibitors said that in the event of there being a similar kind of exhibition elsewhere in the Arabian peninsula, the Jedda Exhibition had taught them that they could not afford to miss it.

Without exception, exhibitors expressed their appreciation for the facilities made available to them and for the quality of visitors who attended. Most considered the exhibition to have been successful beyond their highest hopes. Several were ecstatic, and only one of two were in the satisfied-only category. Those without local representation all made arrangements during the exhibition for future representation. Visitors, too, remarked on the usefulness of the exhibition, of being able to see so much at one venue, and of being able to talk technicalities with people who could give them the answers and make them sound offers.

The exhibition proved once again that if suitable equipment is in stock in Saudi Arabia at the present time, then it will be sold. Local contractors often have only a 30-day mobilisation period, and to conform to this they must buy their equipment locally. Those that have stock sell the machines.



One of the British stands at the Tokyo anti-pollution show.

Japanese Anti-Pollution Exhibition

From Brian R. Jones, British Embassy, Tokyo: Following the very successful participation at last year's event a strong contingent of British anti-pollution equipment manufacturers exhibited again at the Tokyo Anti-Pollution Exhibition. This exhibition was much larger than before, with 306 firms displaying equipment and services in the fields of air and water pollution control and in the treatment of solid-waste disposal.

There were exhibitors from six overseas countries—Britain, the United States, Canada, Sweden, West Germany and Italy. The British group of companies took part in a Joint Venture under arrangements between the BOTB and the London Group of Building Centres, and was the largest of the foreign contingents. Eight British firms together with the British Council formed an impressive British corner in a prominent position near the main entrance of one of the three halls.

During the six days more than 240,000 people visited, a high proportion business visitors to what was essentially a technical trade fair. The British participants all expressed great satisfaction.

Of the eight British manufacturers participating, four had no representation in Japan before the event. By the end of the show two — Perdisan Ltd. and Airflow Development Ltd.— had successfully concluded agency agreements. Mass Transfer Ltd., and Templewood Hawksley Activated Sludge Ltd., were still negotiating with very large Japanese companies and expected to conclude agreements for direct imports and local manufacture under licence within the near future.

In addition, Perdisan also signed a contract guaranteeing them £500,000 over the next 12 months for their non-mains flush toilets and domestic waste-water control units.

Charles Austen Pumps Ltd., and Electronic Instruments Ltd., were both exhibiting for the second year and were confident that the previous growth in sales could be maintained if not bettered.

C. F. Casella Co. Ltd., exhibited through their agents, who were very satisfied with inquiries, and Partech Electronics Ltd., supporting their recently appointed agent, were pleased with their future prospects in this market.

In addition the British Council showed a display of British books on all aspects of anti-pollution and the environment which attracted much attention. This display stays in Japan to travel around the country to universities, research centres and educational establishments.

Joint Venture at Stuttgart Garden Show

From L. W. V. Raybould, British Consulate-General, Stuttgart: The first exhibition to be held in Stuttgart for amateur gardeners closed this month with crowds of enthusiasts buying plants and gardening equipment at bargain prices. The exhibition attracted 65,000 visitors, 40,000 of them on the last two days when they spent more than DM100,000 at the Garden Centre on plants, seeds and equipment.

The exhibiting firms came mostly from Southern Germany, but manufacturers and nurseries from Switzerland, France, Holland and the United Kingdom were also represented.

Mr. Jeffrey Bernhard of Rugby, who had been a senior official of the International Garden Centre Association for many years, decided in 1972 that it was high time for British manufacturers of garden products to make a greater impact on the German market. He contacted potentially interested firms and arranged a joint showing of their products at Stuttgart with the assistance of British Overseas Trade Board and the sponsorship of the Horticultural Trades Association.

The products exhibited were wooden buildings, greenhouses, grass mowers, a cylinder cutter grinding machine, greenhouse equipment, soil heaters, cloches, pools, polythene plant-containers, horticultural plastics, garden tools, power barrows, garden furniture, fencing, stone ornaments and orchids.

The British stand attracted a constant flow of visitors and trade inquiries. The recent revaluation of the Mark and devaluation of sterling produced prices attractive to German buyers. Even expensive cast-iron garden furniture and reconstructed-stone copies of 16th-19th century vases, urns and other garden ornaments were considered so attractive that buyers signed cheques on the spot.

One of the largest German manufacturers of garden furniture was greatly impressed by a British complementary line and began negotiations for delivery of a thousand pieces. British greenhouses offered at about £100 were considerably cheaper than foreign products and should sell well. An inexpensive propane-gas greenhouse heater was considered by some to be the best product on show.

The British stand was featured on local television and had good publicity in the local press. Mr. Bernhard, who speaks good German, gave two radio interviews. A double-decker bus especially driven out from the United Kingdom helped to create interest.

To maintain it, British gardening products will be on show at eight German Garden Centres for a week until early June 1973. The double-decker bus will be used at each Centre in turn as an advertising gimmick.

General view of the Stuttgart Garden Show.

Intercon marks transistor's 25 years

From David C. Hall, British Trade Development Office, New York: Twenty-five years ago last December in the laboratory of a telephone company in New Jersey three men, John Bordeen, Walter Brattian and William Shockley, invented the transistor, which was to become the cornerstone of the world's fastest growing industry—electronics.

This year the Institute of Electronic and Electrical Engineers Annual International Conference and Exhibition (INTERCON), held in New York, celebrated this anniversary.

Two of the early British leaders in semiconductor technology, the Plessey Co. Ltd. and Ferranti Ltd., joined in the celebration with impressive displays of their capabilities in semiconductor devices of the most advanced type.

Ferranti showed their CDI range of integrated circuits, which incorporate the most desirable characteristics of TTL and MOS technology. Plessey showed their range of communications and instrument integrated circuits, where they are now beginning to reap the rewards of a number of years of concerted effort to have their circuits designed into American manufacturers' products.

With these two firms seven other British manufacturers participated in the exhibition under Joint Venture arrangements sponsored by the Electronic Engineering Association and the British Overseas Trade Board. All the British exhibitors were impressed with the quantity and quality of inquiries they received.

More solid buying interest

A number who have participated regularly felt that there was substantially more solid buying interest from the visitors than in the last two years. This confirms the reports of the last six to nine months that the American electronics market is again growing rapidly, and already there are signs of lack of manufacturing capacity in some areas, particularly semi-conductor devices and components.

Typical of this is a comment by Advanced Film Cap Ltd., who said that demand for their inexpensive metallised film capacitors was outpacing their production and that their more expensive line of electrolytic capacitors had drawn far more interest from visitors than they expected.

Marconi Instruments were very pleased with the response to their new solid-state signal generator introduced at this show, and also by the number of strong inquiries for their universal automatic printed-circuit-testing equipment.

INTERCON has contracted substantially in size over the last three or four years. It seems this year that the show has now found a new place in the calendar of electronic trade shows in the US. Despite a small drop in the number of exhibitors, attendance has stabilised at about 25,000, and the range of equipment on display has narrowed.

INTERCON has now developed into a specialised show for the manufacturers of electronic instrumentation, the more sophisticated testing and measuring equipment and the more specialised type of electronic components. Gone are the electronic production-equipment manufacturers, the communication-equipment manufacturers and the standard electronic-components manufacturers.

Large foreign attendance at London Fashion Fair

PRELIMINARY figures for visitor-attendance at the London Fashion Fair show that over 14,000 visitors attended the fair during its three-day run. Over 8,000 of these were buyers—4,500 from overseas and 3,500 from the United Kingdom. Biggest single buyer-groups in the visitor attendance were drawn from North America (600), Japan (400), Portugal (190), the Federal Republic of Germany (176) and France (145).

Large groups of buyers were also noted from Spain, Italy, Belgium, Sweden, the Irish Republic, the Netherlands and Switzerland.

Offshore technology conference

THERE will be 28 British firms and regional bodies represented at the Houston Texas Offshore Technology Conference from April 30-May 2. This Joint Venture is sponsored by the British Overseas Trade Board in conjunction with the Association of British Oceanological Industries.

This is one of the world's largest annual meetings on offshore technology. The technical programme will include papers on the North Sea oil and gas fields, environmental conservation, control of oil spills, remote sensing and navigation, mooring and anchoring, offshore mining, drilling operation, port facilities, drilling rigs and production barges.

Some 600 companies will be taking part in the Houston meeting, which is of particular interest to the United Kingdom with its North Sea oil industry. British representation includes the North East Development Council, the Scottish Council (Development and Industry), Highlands and Islands Development Board, the North East Scotland Development Authority and private investment companies in the BOTB's Joint Venture.

New transport pattern emerges at Rotterdam

From A. Hazebroek, British Embassy, The Hague: Although the International Transport Services and Equipment Exhibition (NEDEX) is a small, highly specialised event, there were 120 exhibitors at Rotterdam this year. Japan was prominently represented on the fork-lift truck side.

A new pattern is emerging in the port of Rotterdam. The port's expansion has slowed in recent years and one of its main supports, the petrochemical industrial complex in Europoort, will be completed next year. But new developments have taken place: the use of Lash barges for transport on the Maas and the Rhine; a Scandinavian cellulose producer has set up a terminal in Rotterdam to distribute its products throughout Western Europe; a project is under way to take bulk ore-carriers of the largest tonnage; and Rotterdam is playing a growing role in container transport.

All these projects and developments present opportunities for British equipment and services. The Nedex Exhibition provides a focus point for the equipment they should be offering.

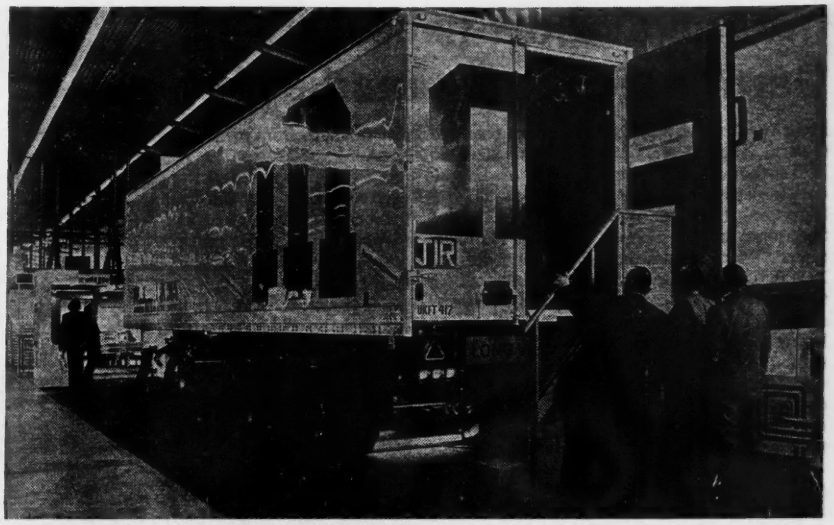
The accent this time was more on transport equipment than on transport services. The reason for this appears to be that road-transport companies in Europe have already made many contacts through business and through their trade associations and thus have little need to publicise themselves.

The transport-equipment manufacturers and importers on the other hand, took this opportunity of presenting their products to potential users. In addition there were novel exhibits covering finance, insurance and consultancy services, ie the whole range of export/import services right down to a complete package.

The United Kingdom was represented by nine firms in a Joint Venture sponsored by the London Chamber of Commerce and the BOTB. Their equipment ranged from refrigerated vans to cargo control and loading systems and port services. Public attendance was understandably low, but all the British participants were quite satisfied with the quality of visitors, mainly professional people, and several expected to do business as a result of contacts made.

Other UK firms outside the Joint Venture were looking for agents in this country. Two had candidates lined up as a direct result of exhibiting, but one of them needed further introductions through the Commercial Department of the Embassy.

In conjunction with Nedex, the Rotterdam Chambers of Commerce, the Europort/Nedex Group and the Netherlands-British Chamber of Commerce organised a one-day seminar on *Distribution in the Common Market: a British-Dutch challenge*. It was opened by the British Ambassador. Speakers from both sides of the North Sea presented papers dealing with various problems of marketing and distribution in an enlarged European market. Both they and the audience of about 200 (a quarter from Britain) were drawn largely from the ranks of middle management.



Nine firms took part in a Joint Venture stand at the recent transport services exhibition in Rotterdam This refrigerated meat van was made for Frigoscandia by Freight Bonallack Ltd.

Mixed fortunes for British at Munich Fashion Week

From M. J. Hardie, British Vice-Consul, Munich: Visitors to the Munich Fashion Show were left in no doubt that trousers for women are in, not only in modish form but also in the shape of dungarees. Most British exhibitors displayed a Winter 1973/74 collection.

The Fashion Week attracted 1,520 exhibitors from 25 countries. The exhibition took place in all halls of the Munich Fair Ground, covering an area of 67,000 sq. m. and in many hotels and fashion houses in the city. There were over 400 overseas exhibitors, and visitors were estimated at 25,0000.

There were 60 British exhibitors, of which 40 took part in a Joint Venture sponsored by the British Overseas Trade Board and the Clothing Export Council. Britain took third place in the list of foreign exhibitors. Joint Venture stands were also mounted by France, Austria, Israel and the Scandinavian countries. These stands were basically of an open style, and a fashion show was held at each of them several times a day, attracting large audiences. Other strong representation came from Italy, the Netherlands, Switzerland, Belgium, and Hong Kong. There was also smaller participation by countries in Eastern Europe, North Africa and South America.

For some British exhibitors the fair was most successful, whereas for others vistis by buyers were few and orders taken negligible. Orders for immediate delivery were taken to the tune of just under £500,000 while forward orders accounted for about a further £150,000. A significant feature was the increase in the number of German buyers. There were also large numbers of buyers from Austria and Switzerland for which markets British companies mainly come to Munich.

Buying was generally less than in previous years. The only explanation for this given by exhibitors was that the mild weather had cut down the public's purchasing, or that too many stocks had already been built up. Most British exhibitors had done reasonably well in Copenhagen the previous week, but many other foreign exhibitors who had exhibited at IGEDOR in Dusseldorf two weeks earlier had reported almost a total lack of buyers. The next Munich fashion week will be held in the autumn from October 7-11.

US powder-coating show established

From Brian N. C. Beevers, British Consulate-General, Cleveland: Three British companies took part in a Joint Venture sponsored by the London Chamber of Commerce and the BOTB in the second Powder Coating Conference and Exposition held at the Cincinnati Convention Centre this month.

It was nearly twice as large as the 1972 Show and attracted nearly 3,000 visitors. The 1973 consumption of powders for coatings is expected to be 35 million lb., growing to 250 million lb. in 1980. These coatings are now being used in the glass container, automotive and appliance, furniture, pipe and conduit and electrical industries, and over 60 new electrostatic powder-coating installations have been introduced in the US in the last 12 months alone.

The conference was again well attended, often with over 1,500 people attending each session. The speakers came from France, Britain and the US. Mr. W. V. Moore, head of surface coatings laboratory, Shell Research Ltd., presented a paper on the formulation problems in the preparation of epoxy resin powders, which was very well received.

Britain's advanced technology in the powder-coating industry was borne out by the success reported from the British exhibitors. Elcometer Instruments Ltd., assisted by one of their US distributors, introduced their new Minitector thickness gauge for ferrous substrates and received a lot of inquiries with real potential. Also on display were the company's normal range of thickness gauges and porosity detectors.

Volstatic Coatings Ltd. demonstrated their Autocoater, an automatic powder-coating machine, together with a range of transistorised power supplies designed especially for powder-coating application. Potential orders to the value of £0.5 million were received, and equipment was sold off the stand for £6,000.

Controsion Electrostatic Ltd. displayed their electrostatic powder-coating equipment which incorporated a new powder-feed system, powder-feed hopper and automatic powder-spray gun. The company was assisted by its North American distributor and was very pleased with the inquiries.

Intensive effort necessary in German footwear market

From H. C. von Massenbach, British Consulate-General, Dusseldorf: A record number of 25 British footwear manufacturers came to Dusseldorf to participate at the three-day 35th GDS—European Footwear Sample Display Show. Sponsored by the British Footwear Manufacturers' Federation and in collaboration with the BOTB, some 23 British firms exhibited under the Joint Venture scheme showing their new autumn and winter footwear collections on highly attractive stands making this display without doubt the most impressive to date.

Covering 26,600 sq. m. in five halls of the exhibition centre, 368 firms from 13 European countries, 149 of which were German, showed their collections to almost 26,000 visiting buyers.

As forecast, the buying activity at this fair proved to be low, with the German retail trade in particular buying with extreme caution. They were already burdened with large stocks after an exceptionally poor winter-trading season and were faced with price increases of up to 30 per cent.

Partly for this reason the British footwear manufacturers had little success in enlarging their circle of German customers, although they were able to take advantage of the recent revaluations of the Deutsche Mark and devaluation of sterling. Generally, the retail trade showed little willingness to accept price increases in excess of 10 per cent. While therefore, the business done with German retailers was disappointingly low, most firms found that there was continued interest in their merchandise from the old EFTA country buyers.

The British footwear industry has made great strides in matching its footwear to meet European consumer demands. The benefits resulting also from membership in the Common Market now places the industry in a better position than ever before to open up new export markets within the Community. Nevertheless, the competition confronting the industry will remain, certainly in Germany, very strong.

Footwear imports in 1972 already amounted to a total of 144 million pairs, 67 per cent of which came from Common Market member countries, in the main from Italy and France, nearly equalling the total German production of 152 million pairs, with the imports alone of leather shoes up by 14.9 per cent against 1971.

To counter the very strong competition from Italy and France, where wages in 1971 were 41 per cent and 34 per cent respectively lower than in the Federal Republic, the German footwear industry has made strenuous efforts to rationalise, investing in plant and machinery and both saving labour and facilitating increased production. The industry is now confident of its ability to counter more effectively foreign competition.

What must be said is that only a really intensive attack on and engagement in this market will open up and keep open any opportunities for British footwear manufacturers. The 36th GDS European Footwear Sample Display will be held in Dusseldorf from September 22-24, 1973.

A British stand at the Dusseldorf Footwear Show.

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Future trade with the German Democratic Republic

Background

FOLLOWING recognition of the German Democratic Republic (GDR) by the British Government on December 22, 1972, discussions took place in London between officials of the Foreign and Commonwealth Office and the GDR on the establishment of diplomatic relations. These ended on February 8 with the establishment of diplomatic relations between the United Kingdom and GDR. In accordance with this agreement, the GDR established its Embassy in London (at 34 Belgrave Square SW1) on March 14. Following the acquisition of suitable office accommodation, the British Embassy in East Berlin was officially opened on April 16. It is centrally situated (address: British Embassy, 108 Berlin, Unter den Linden 32/34) and is conveniently close to the GDR Ministry of Foreign Trade and other important government offices.

The Embassy will of course include a Commercial Department headed by a Commercial Counsellor—Mr. J. E. Reeve, who was for three years (1970-72) Commercial Secretary in Budapest and is therefore well experienced in matters concerning trade with Eastern Europe—and will include two other United Kingdom based Commercial Officers.

Future trade

Trade between Britain and the GDR has been relatively small and, in contrast to our trade with certain other East European countries, there has been a marked lack of growth in recent years, particularly as regards British exports. The figures for imports and exports for the past five years have been as follows:

£ million

	1968	1969	1970	1971	1972
British exports to the GDR (fob)	11.7	12.1	16.9	17.3	15.0
GDR exports to Britain (cif)	17.6	14.6	16.1	19.6	21.6

There have been a variety of factors accounting for these relatively low figures, in particular the fact that during the past year or two the GDR has been particularly short of hard currency due to two successive bad harvests and the consequent need for special grain imports. During this period, however, other Western countries have significantly increased their exports to the GDR.

Although as in other markets successful exports depend largely on the activities of British companies, we recognise that in the State trading countries of Eastern Europe the official services provided by the British Government can be of even greater help to exporters than elsewhere. The Commercial Departments of our Embassies in these countries can be—and are—particularly helpful to our exporters in providing information about the particular areas in which the authorities of the countries concerned are planning to make purchases from the West, and in helping British firms to establish contacts with the appropriate State trading enterprises.

One of the main difficulties in the past for British exporters has been lack of information about the GDR market and about the types of goods and technologies which they are prepared to buy from the West. An analysis of their current Five Year Plan (1971-5) was prepared towards the end of 1971 and publicised in a notice over the DTI Export Intelligence Service on January 13, 1972. The analysis of the Plan highlighted the areas of GDR industry whose development had been singled out for priority during the currency of the Five Year Plan, and included a series of detailed annexes on particular industries. The notice over the EIS indicated that copies of the analysis and of the separate annexes could be obtained on request from CRE4(3)(a) at the Department of Trade and Industry, 1 Victoria Street, London SW1 (Tel: 01-222 7877 Ext. 3463). Copies are still available on request. This information is, however, in relatively broad terms and we naturally hope that the Commercial Department of our Embassy in the GDR will in time be able to obtain more precise information about GDR requirements which will be of even greater help to British exporters and which may encourage new firms to try their hand in this market. The other main difficulty which British companies have hitherto experienced in this market—certainly so far as those which do not already have long connections in the GDR—has been the difficulty of finding out the appropriate State trading enterprises with whom to discuss business, and within the State trading enterprises the individuals particularly concerned with the kind of business in which the companies are interested.

In both respects we hope that our Commercial Department will be able to provide assistance, and that this will, in a relatively short time, encourage a larger number of British companies to take an active interest in this market.

At this point however it is necessary to sound a note of warning. Our Embassy in East Berlin will be starting from scratch and at the outset will have only a nucleus staff and limited office accommodation while work continues on the remainder of the building. The staff will be built up gradually over a period of months and it is not expected that the Ambassador will be appointed before late summer. The Commercial Counsellor, Mr. Reeve, will in fact be Chargé d'Affaires until about mid-May and the First Secretary (Commercial) will not take up his post until June. Locally engaged commercial staff also have to be recruited. In these circumstances therefore it is unlikely that the Commercial Department of the Embassy will be fully operational until August.

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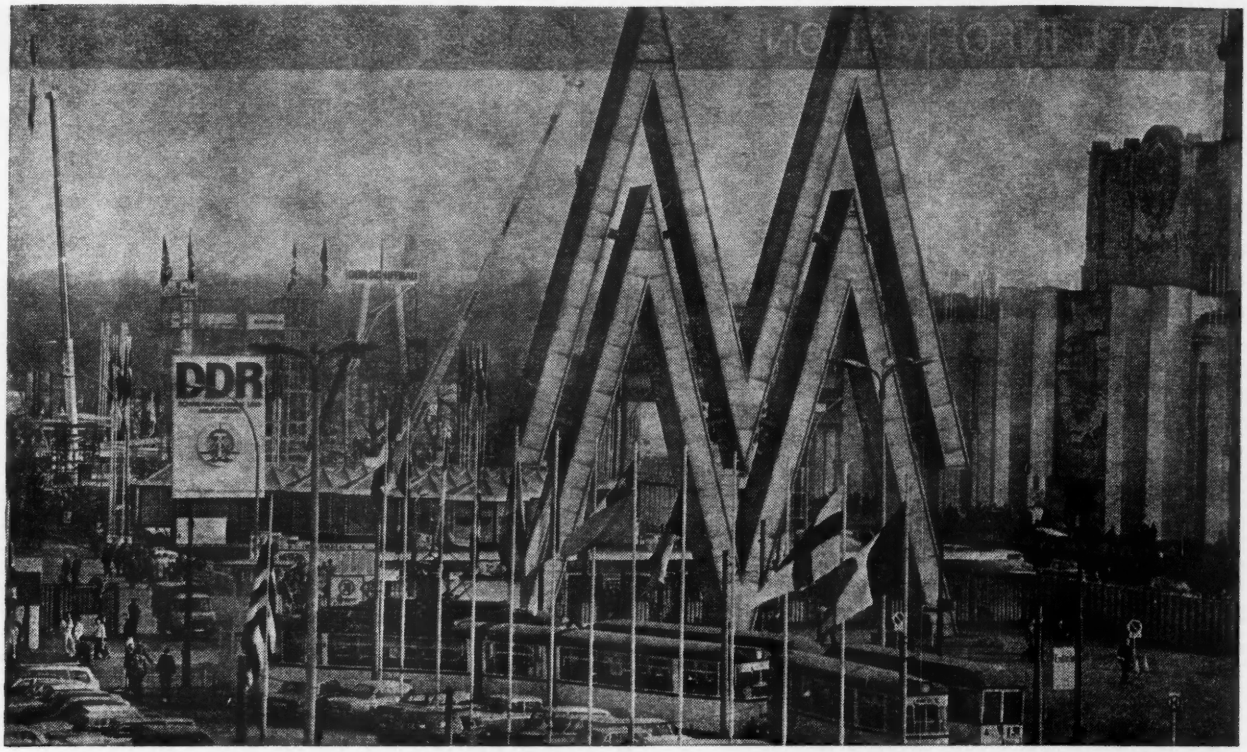

General view of the Leipzig Spring Fair which was held in March.

TRADE WITH THE GDR
continued

Leipzig Fairs

British companies will be aware that for the first time the Department of Trade and Industry had an official information stand at the Leipzig Spring Fair in March of this year. This was mounted at relatively short notice and had to be manned without the usual backing of the Commercial Department of our local Embassy (although the future Third Secretary (Commercial) was in fact present throughout the fair and our Commercial Counsellor (Mr. Reeve) also made a brief visit). It is intended to have similar official information stands at future Leipzig Fairs, both in the autumn and in the spring. These will provide the usual range of services to British exporters and we certainly hope that by the time of the autumn fair our Commercial Department will be able to give particular help to British businessmen in putting them in touch with the appropriate representatives of the GDR State trading enterprises. In view of recognition more British companies may be considering the possibility of exhibiting at future Leipzig Fairs. Apart from this, however, others may wish to take the opportunity to go out to Leipzig at the time of the next autumn and spring fairs in order to see the situation for themselves and form their own assessments, even if they do not decide at this stage to exhibit. We hope that any who do so will make themselves known at the DTI information stand where representatives of the Commercial Department of our Embassy will be ready to give them any advice and help in their power.

Future intergovernmental contacts

The GDR authorities, like the other State trading countries of Eastern Europe, attach considerable importance to intergovernmental relations in trade and economic matters. The Department of Trade and Industry has already initiated official talks with the GDR Ministry of Foreign Trade and with the Ministry for Science and Technology. These contacts will be continued. The Department of Trade and Industry will be keeping in regular contact with the GDR Commercial Counsellor in London and his staff, and it is hoped to arrange for officials of the GDR Ministry of Foreign Trade to visit London before the summer for official talks. If this visit materialises, as hoped, opportunities will of course be provided for meetings and discussions with representative trade bodies.

The GDR, like the other State trading countries of Eastern Europe, attach importance to the development of industrial and technological co-operation, and the Director of the International Technological Collaboration Unit of the DTI has already started talks with his GDR opposite numbers to this end. A highly industrialised country such as the GDR should offer good prospects of mutually beneficial business to both sides.

Under current EEC regulations it is not possible to conclude a bilateral trade agreement with the GDR at this stage. We have, however, agreed in principle to negotiate an Economic Co-operation Agreement with the GDR on broadly similar lines to those which we and other Member States have concluded in recent years with the other State trading countries of Eastern Europe. We expect negotiations for such an Agreement to be started some time in the autumn.

Intergovernmental relations in trade matters can however do little more than provide the right climatic conditions in which trade on both sides can flourish. The real work of winning business must as usual rest on the active interest and energies of individual companies and on the activities of representative trade bodies. The Confederation of British Industry and the London and Birmingham Chambers of Commerce already have their own well-established links with their opposite numbers in the GDR. They have already promoted joint activities, in particular the Technical Symposium held in London in February under the auspices of the London and GDR Chambers of Commerce. We hope that they will consolidate and strengthen these contacts and that they will continue their joint activities with a view to bringing about a rapid and solidly based increase in trade in both directions.

Secretary of State visits Moscow

MR. Peter Walker, Secretary of State for Trade and Industry, was visiting Moscow between April 15 and 18. His visit was the first to the Soviet Union by a British Cabinet Minister on government business since the present administration came to power in 1970.

The main purpose of Mr. Walker's visit was to lead the British Delegation to the second meeting of the Anglo-Soviet Joint Commission for Trade and Technology in Moscow from April 16-18. The British Delegation included two other Ministers (Lord Limerick, Parliamentary Under-Secretary of State at the Department of Trade and Industry, and Mr. Eldon Griffiths, Parliamentary Under-Secretary of State at the Department of the Environment), as well as senior representatives of British industry and the Chief Scientific Advisor to the Government.

The Soviet Delegation to the Joint Commission was led by Academician, V. A. Kirillin, a Deputy Prime Minister and Chairman of the State Committee for Science and Technology.

During his visit Mr. Walker was expected to discuss the trade and economic relations of the two countries with other senior Soviet Ministers, in particular Mr. Patolichev, Soviet Minister for Foreign Trade, and Mr. Baibakov, Chairman of the State Planning Committee, GOSPLAN.

These meetings and those of the Joint Commission provided a useful opportunity for a joint review of the prospects for further developing trade, and economic, technological and scientific co-operation between Britain and the Soviet Union.

It was the intention of the British Delegation to stress the strong desire of the British Government and business community for an increase in trade and technological co-operation with the USSR.

The first meeting of the Joint Commission was held in London from January 12-15, 1971 under the chairmanship on the British side of Mr. John Davies, then Secretary of State for Trade and Industry. The terms of reference call for meetings to be held once each year alternately in London and Moscow, and the second meeting was expected to take place in January 1972. Following the events of September 1971, the Soviet Government postponed the meeting indefinitely but the invitation was renewed towards the end of last year.

The other members of the British Delegation are as follows:

Lord Limerick	Parliamentary Under-Secretary of State for Trade
Mr. Eldon Griffiths	Parliamentary Under-Secretary of State, Department of the Environment
Mr. Michael Clapham	President of the Confederation of British Industry
Mr. Campbell Adamson	Director General of the Confederation of British Industry
Sir John Stevens	Chairman of the East European Trade Council
Sir Alan Cottrell	Chief Scientific Adviser to HMG
Mr. P. S. Preston	Deputy Secretary, Department of Trade and Industry
Sir John Killick	HM Ambassador to the Soviet Union
Mr. K. J. Uffen	Commercial Counsellor, British Embassy, Moscow

The main subjects for discussion are the development of co-operation in the fields of science and technology and the present state of and prospects for trade and economic co-operation. The Joint Commission will be reviewing progress under the Anglo-Soviet Long Term Trade Agreement (1970) and the Agreement on Co-operation in the Fields of Applied Science and Technology (1968). It will also review the activities of the Joint Working Groups established under the 1968 Agreement and seek to identify the areas in which there are genuine possibilities for co-operation of mutual benefit to both sides. Prospects for the development of trade and economic co-operation between the two countries will also be discussed.

Dr. Hans Igler, president of the Austrian Industrialists' Association (left), with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, at the DTI headquarters. Discussions concerned measures being taken to combat the common problem of inflation.

The figures for Anglo-Soviet trade between 1968-72 are as follows:

£ million

	1968	1969	1970	1971	1972
UK imports cif	158	196	211	203	227
*UK exports fob	105	96	102	89	90

* Exports include re-exports. These figures include a substantial entrepot trade.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally

(*continued on next page*)

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APPLICATIONS FOR TEMPORARY EXEMPTION FROM IMPORT DUTY
continued

continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 3.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
07.01	Potatoes classified under tariff heading 07.01 (A) (II)	New potatoes	May 2, 1973	14451
29.23	Sodium hydrogen 4-amino-5-hydroxynaphthalene-2,7-disulphonate	H Acid sodium salt	December 31, 1973	14210
29.35	Ethyl 4-(3,4,5-trimethoxycinnamoyl) piperazin-1-ylacetate hydrogen maleate	Cinnepazic acid maleate	December 31, 1973	14202
73.18	Spirally double welded linepipe in lengths of not more than 16 metres with an outside diameter of not less than 911.2 millimetres and not more than 917.6 millimetres and a wall thickness of not less than 9.044 millimetres and not more than 10.472 millimetres containing not more than 0.14 per cent by weight of carbon, not more than 1.5 per cent by weight of manganese, not more than 0.015 per cent by weight of sulphur with a yield strength of not less than 45.7 kg/mm² and not more than 59.8 kg/mm² in a direction transverse to the pipe axis and a Charpy V notch value at minus 10°C of not less than 61 joule in parent material with the specimen length orientated in a direction transverse to the pipe axis	36 in. outside diameter linepipe	September 30, 1973	14149

The Import Duties (Temporary Exemptions) (No. 7) Order 1973

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 7) Order 1973.

This Order provides that iron or steel coils for re-rolling, certain sheets or plates of iron or steel and certain steel piles, shall be temporarily exempt from import duty until the beginning of July 3, 1973 or in the case of steel piles until the beginning of May 3, 1973.

The Order came into operation on April 1, 1973 and has been published as Statutory Instrument 1973 No. 649.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London SE1 9NH (price 5½p).

The Import Duties (Temporary Exemptions) (No. 8) Order 1973

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 8) Order 1973.

This Order continues until the beginning of April 30, 1973 the temporary exemption from import duty of fresh, chilled or frozen beef and veal.

The Order came into operation on April 2, 1973 and has been published as Statutory Instrument 1973 No. 650.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London SE1 9NH (price 5½p).

Afghanistan and Bulgaria

AFGHANISTAN and Bulgaria signed a trade agreement in February which is said to be the first 'free and balanced' agreement between Afghanistan and a COMECON country. Afghan traders can freely export Afghan products on an agreed list and import products in return by opening a letter of credit in Afghanistan and in Bulgaria. The published list for exports from Afghanistan includes cotton and wool, nuts and dried fruit, goat and sheep skins and casings, sesame seed, lentils, wool and cotton fabrics, carpets, rugs, and medicinal herbs. Imports are to include agricultural machinery parts, electrical machinery and appliances, iron pipes, power cables, chemicals, artificial fertilisers, stationery, and a cigarette factory. **CRE ext. 3508**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Pipe-laying study tour in the Netherlands

THIS summer the NV Nederlandse Gasunie will have a number of main gas pipeline construction projects in hand which will be of interest to pipe-laying experts. The Government of the Netherlands, through the Secretariat of the Economic Commission for Europe, has invited technical specialists of member countries for a concentrated study tour on the sites on June 18 and 19. Details, including copies of registration forms (which must be submitted by May 7), may be obtained from Gas Division, DTI, Thames House South, Millbank, SW1P 4QJ (tel. 01-222 7000 ext. 1467).

Australian industrial participation in overseas procurement

IT is Australian Government policy that opportunities for Australian industrial participation will be sought from prospective suppliers whenever major purchases from overseas sources are made by Australian Government Departments or statutory authorities, or in any area where there is Government involvement in purchasing decisions (for example, in the purchase of large civil aircraft).

Where major purchases are negotiated overseas, the overseas suppliers are requested to submit proposals for Australian industrial participation up to a substantial proportion of the order. The willingness of the overseas suppliers to enter into such arrangements and the technical worth and financial value of their proposals may be significant factors in deciding the award of the order.

Copies of notes prepared by the Australian Department of Secondary Industry are available. **EDB ext. 386/621**

Fishery protection vessels for Mexico: ECGD-backed loan for £14.5m order

THE Mexican Minister of Marine has signed a £14.5 million contract to buy 21 fishery protection vessels with ancillary equipment and spares from Associated British Machine Tool Makers (Holdings) Ltd. of London. To help finance the deal, N. M. Rothschilds and Sons is making available a loan of £11.6 million to the Banco Nacional de Comercio Exterior SA of Mexico. The loan is guaranteed by the Export Credits Guarantee Department.

Associated British Machine Tool Makers is subcontracting the shipbuilding order with three Scottish shipyards. Ailsa Shipbuilding Company Ltd. of Troon will build 11 of the vessels, James Lamont and Company Ltd of Greenock will build five, and Scott Lithgow Ltd. will build the remaining five vessels at their Bowling shipyard.

Delivery of the vessels is to take place over the next 30 months, and repayment of the loan will be over eight years. Rothschilds arranged the loan on behalf of a syndicate comprising the Bank of Scotland, Clydesdale Bank, National Westminster Bank and The Royal Bank of Scotland.

TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Irish Republic

MEASURING INSTRUMENTS—REGULATIONS: The Government of the Irish Republic has published European Communities (Measuring Instruments) Regulations 1973 giving effect to European Communities Directives Nos. 71/316 EEC, 71/317/EEC, 71/318/EEC (*Journal Officiel* No. L202 September 6, 1971) and 71/319/EEC (*Journal Officiel* No. L202 July 26, 1971) (as adapted by the Treaty of Accession of Ireland to the European Communities) concerning common provisions for both measuring instruments and methods of methological control for medium accuracy weights, liquid meters and gas volume meters. Copies of the regulations can be obtained from the Government Publications Sale Office, GPO Arcade, Dublin 1 price 12½p postage 2½p extra. **EDB ext. 288/466/467**

Portugal

DRAWBACK OF IMPORT DUTY—CRUDE PALM OILS: The Portuguese *Diario do Governo*, First Series, No. 70, of March 23, 1973, published Order No. 201/73 which authorised the import under drawback of crude palm oils for the production of hydrogenated oils. For each 1,000 kg of hydrogenated oil exported the duty on the import of 1,111 kg of crude oil will be refunded. **EDB ext. 460/461**

Spain

CAPITAL GOODS: The Spanish *State Gazette* of March 5 announced the following additions and extension to the list of capital goods which may be imported at the concessional rate of 5 per cent subject to the importer making application to the Spanish Minister of Commerce.

Tariff no.	Description	Valid until
ADDITIONS		
84.18-D.1.a	Cream separators and centrifugal milk clarifiers	4.3.75
84.45-C.9	Hydraulic presses specially designed for regrinding crankshafts in a single operation by means of piston-operated rotating dies	4.3.75
84.45-C.10	Vertical machinery for cold-forming the bases of tanks having a diameter of more than 2.5 m and a thickness of more than 15 mm, by means of driven rollers	4.3.75
84.59-E	Automatic machinery for continuous winding of electric wiring on armatures, induction coils and other windings on motors, transformers, etc.	4.3.75
84.59-K	Special stainless steel mixers for the acetylation of cellulose by means of horizontal agitators, with a maximum clearance between container wall and vanes of less than 1.5 mm	4.3.75
84.59-K	Machinery for inserting windings in electric motor stators and for fixing locking wedges in the stator slots	4.3.75
84.59-K	Automatic vulcanising pressers for moulding tyre cases and inner tubes	4.3.75
84.59-K	Automatic machines for the manufacture of safety matches, incorporating devices for waxing, for forming the heads and for filling and closing the boxes in which the matches are put up	4.3.75
85.01.B.2.c.d.	Induction coils for puddling molten steel, of a weight exceeding 5,000 kg	
EXTENSION		
ex 84.45-C-6	Grinding machines specially designed for grinding rolling-mill rollers weighing more than 30 metric tons	11.3.75

EDB ext. 462/471/472/473

IMPORT DUTY SUSPENSION—LIVE BOVINES: The Spanish *State Gazette* of April 9 published Decree 648/1973 of March 22 suspending customs duty until May 1, 1973, on live animals of the bovine species under tariff headings 01.02.A, 01.02.B.2.a and 01.02.B.2.b. **EDB ext. 462/471/472/473**

Switzerland

COMPULSORY DETAILS ON PREPACKED GOODS: *Trade and Industry*, July 27, 1972, gave details of the Swiss decree of July 15, 1972, on compulsory details in trade and commerce in measurable goods, applicable to imported prepacked goods. Further information on the interpretation and implementation of the decree was promulgated in a Law on Declarations (Technical Directions) of October 25, 1972. An unofficial translation of the law is available. **EDB ext. 460/461**

Israel

STANDARDS—Toilet soap: The Standards Institution of Israel declared on February 1, 1973, the following standard of December 1965 to be official and compulsory:

SI 240. Toilet soap supplied in the form of cakes and manufactured from tallow and/or vegetable fats with or without the addition of resin. The standard does not apply to medical, sea-water, floating or transparent soaps.

Hand drills: On June 23, 1973, the following standard of April 1971 will become official and compulsory:

SI 757.1. Safety requirements for portable electric hand drills.

The Standards Institution of Israel issues an English translation of the above two standards and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice on these standards are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. (tel. 0442 3111, telex 82424).

EDB ext. 420/475

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Capital and Reserves	15,658,400	Jordan Dinars
Deposits	146,628,800	" "
Total Assets	213,061,300	" "

As at 31st December 1972
One Jordan Dinar (JD1) = U.S.$3.11

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LIBYAN ARAB REPUBLIC
COUNCIL FOR AGRICULTURAL DEVELOPMENT
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INTERNATIONAL TENDER

The Council invites international contractors to take part in the execution of the DERNA VALLEY PROJECT, which will consist of Damming, water supply, Irrigation, soil control work, road building and housing works.

Tender Documents are obtainable from the Council, for an unrefundable fee of 5.00 Libyan Dinars. Bids must be submitted to the Council not later than the 28th April, 1973.

Jordan

IMPORT REGULATIONS AMENDMENTS—Caravans: Jordan's *Official Gazette* No. 2402 of February 1 announced that articulated caravans are no longer on the list of banned imports.

Maize. *Official Gazette* No. 2406 of February 17 announced that the 4 per cent import licence fee is no longer applicable to maize.

Infants' preparations. *Official Gazette* No. 2408 of March 1 announced that infants' preparations of which milk constitutes 50 per cent or more (customs tariff no. 19/2/a), previously liable to 8 per cent *ad valorem* customs duty, may now be imported free of customs duty.

Sugar, rice. The Jordan Council of Ministers recently decided temporarily to reduce the customs duty on refined sugar and husked, glazed or polished rice. The customs duty on refined sugar has been reduced from 25 fils to 8 fils per kilo while the duty on husked, glazed or polished rice has been reduced from 14 per cent to 4 per cent *ad valorem*. These reductions are for a temporary, unspecified period and it is not, it is understood, the intention of the Jordan Government to issue amendments to the published customs tariff. No further information is available. **EDB ext. 420/475**

Nigeria

INDIGENISATION — REPATRIATION OF CAPITAL: The following guidelines for the repatriation of capital realised by the sale of assets under the Nigerian Enterprises Promotion Decree 1972 were issued on April 3.

a No repatriation should be allowed in cases where the assets, especially real property, are sold to non-Nigerians (the purchaser should pay in foreign exchange from his non-Nigerian income).

b No repatriation should be allowed for sale of real estate developed from capital generated locally except on the final emigration of the owner in case of private property.

c In the case of sales arising from Schedule 1 of the Nigerian Enterprises Promotion Decree or where the vendor is leaving Nigeria finally, he will be allowed to remit

1 Up to N10,000 on approval

2 Where the amount is over N10,000 but under N150,000 the spread will be six monthly instalments of N30,000 each

3 Where the amount is over N150,000 the rate of repatriation will be by negotiation so as to encourage the reinvestment of a proportion of the amount

4 Where the vendor is leaving Nigeria finally and shows that he requires the proceeds of sale to start a new lease of life elsewhere he may be given special consideration on humanitarian grounds.

d In the case of Schedule II enterprises, the vendor is to reinvest at least 50 per cent of the proceeds of sale in the expansion of the business and related activities and the balance repatriated as in (c) 1-4 above. Such a vendor should also significantly reduce his local overdraft facilities where possible before repatriation of the balance.

e Nigerian citizens, including naturalised aliens, will not be granted the foregoing facilities for external transactions of a capital nature except in the case of the personal savings of a marginal nature for indigenous Nigerians temporarily resident abroad.

CRE ext. 3064/3338

REPATRIATION OF PROFITS AND DIVIDENDS: In the recent budget statement it was announced that the repatriation of outstanding dividends declared in 1971 and 25 per cent of dividends declared in 1972 will be authorised during the 1973-74 financial year. In view of the large sums involved the following measures will be taken to protect reserves of foreign exchange:

Strict enforcement of regulation requiring expatriate controlled companies to obtain Federal Ministry of Finance approval before employing local bank overdraft loan facilities, and

A review of the control procedure governing remittance of royalties, management fees, etc. **CRE ext. 3064/3338**

TARIFF CHANGES: Legal Notices 15 and 18 of 1973 published in the Federal Republic of Nigeria *Official Gazette* of April 2

amend from that date the First, Second and Third Schedule to the Customs Tariff (Consolidation) Decree 1973. **EDB ext. 471/472/473**

IMPORTS OF WHISKY: Exporters were warned in *Trade and Industry* of September 9, 1971 (page 415) of the need to satisfy themselves that their importer is in possession of a valid import licence before consignments are shipped. The British High Commission in Lagos has reported that all whisky consignments which have arrived in Nigeria in recent weeks without an import licence have been confiscated, and exporters are therefore reminded of the need to ensure that a valid import licence is held. They are further reminded of the advisability of obtaining reports on new customers before making any shipments. **EDB ext. 471/472/473**

Sierra Leone

TARIFF AMENDMENT—FISH: Public Notice 16 of 1973 published in the Sierra Leone *Gazette* of March 30 amends Part A of the First Schedule to the Customs Tariff Act number 03.01 with effect from March 27 as follows:

Tariff description	Rate of duty	Statistical no.	Statistical description	Unit of quantity
Fish, fresh (live or dead), chilled or frozen	10%	031-100		cwt

EDB ext. 471/472/473

Ivory Coast

IMPORT OF BATTERIES: It has been announced that import into the Ivory Coast of R.20 type batteries (tariff position 85.03) is forbidden until further notice. Import of other types of batteries under tariff position 85.03 is subject to prior authorisation until June 1, 1973. **EDB ext. 472**

Zambia

IMPORT CONTROLS: The Zambian Control of Goods (Import) (Exemptions from Licences) Order 1973 published as Statutory Instrument 29 of 1973 revokes the Control of Goods (Import) (Open General Licence) Order 1972 (see *Trade and Industry*, October 5, 1972) and authorises, subject to the provision of any other written law, the import into Zambia by any person of the goods listed in the schedule.

SCHEDULE

1 (a) Used personal and household effects imported by a returning resident.
(b) Used personal and household effects, including motor vehicles, imported by a person who enters Zambia to take up residence or employment for the first time.

2 Goods, including motor vehicles, temporarily imported into Zambia by a tourist or other *bona fide* visitor for his own use.

3 Goods in transit through Zambia.

4 Samples and advertising material intended solely for use in the taking of orders and not for sale.

5 Any goods exported from Zambia for repair and return and in respect of which a certificate to that effect has been issued by a customs officer.

6 Goods imported by any person to whom privileges are extended by virtue of any enactment in force in Zambia relating to diplomatic, consular or other privileges if such goods are imported for his own use and consumption, or that of his household or for the purpose of his office.

7 All vehicles, aircraft and rail trucks used or to be used for the transport of goods or persons to destinations within Zambia entering Zambia temporarily for such purposes.

8 All vehicles, aircraft and rail trucks registered in Zambia and owned by persons ordinarily resident in Zambia if such vehicles, aircraft or rail trucks are temporarily taken out of Zambia and brought into Zambia within six months of their so being taken out.

The Order also permits the import of the goods for personal use and consumption and not for resale the value of which does not exceed K50; provided that the person does not import any further goods within 90 days. **EDB ext. 471/472/473/462**

Quota system. In a notice published in *Trade and Industry*, February 15, page 323, exporters were advised of the new quota system affecting all categories of goods imported into Zambia. A comprehensive guide to the new regulations, import agencies, and the quota breakdown has now been compiled and copies are available from Overseas Tariffs and Regulations Section, Export Data Branch. **EDB ext. 471/472/473/462**

CRE Commercial Relations and Exports Divisions, DTI Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division, DTI Tel. 01-248 5757 (extension at end of each notice)

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 588, published in the South African *Government Gazette* of April 13, contains an application to the Board of Trade and Industries for increase in duty on:

1 a Chloride of lime.
b Chlorinated paraffins.
c Sodium hydroxide (caustic soda).
2 Chain with welded links, of iron or steel, for the protection of rubber pneumatic tyres and parts thereof (73.29.50).
3 Medical tubes, for endotracheal, tracheostomic and urological drainage (90.17 and 90.18).
4 Shoulder pads (29.07 and 61.11).
5 Shoulder pads (40.13).
6 a Expandable styrene polymers and copolymers.
b Acrylonitrile-styrene.
c Acrylonitrile-butadiene-styrene.
d Other styrene polymers and copolymers.
7 Resorcinol-formaldehyde and resorcinol-phenol-formaldehyde artificial resins.
8 a Clutch facings (68.14).
b Brake linings and disc pads (68.14.20).
9 Disc brake pads and separate metal backing plate.
10 a Paper and paperboard coated with polyethylene (48.07.90 and 48.07.99).
b Kraft paper and paperboard, laminated with polyethylene (48.04.10).
11 Ethylene polymers and copolymers.
12 Woven fabrics of jute or of other textile bast fibres of a mass per m^2 of not more than 356 g and of a value for duty purposes per m^2 not exceeding 36 cents (57.10.10).

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Any firm proposing to make independent representations to the South African authorities and requires further information concerning the application it should address inquiries to the Commercial Relations and Exports Department. **CRE ext. 2274**

Thailand

IMPORT DUTY REDUCTIONS: The Thai Ministry of Finance has announced reductions in import duty rates on certain goods under customs tariff item numbers 29.15b, 39.01a, 48.01d, 48.07, 73.03, 73.06, 73.07, 73.10, 85.24b and 92.12b. Details of the amendments are available. **EDB ext. 401/468/469**

Malaysia

IMPORT CONTROL—ELECTRIC MOTORS: The Malaysian *Government Gazette* has published the following amendment to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1969. The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) Order 1973 amends the Second Schedule of the order by deleting the following:

Heading no.	Description of goods	Country
85.01 540	Electric motors over 20 horsepower but not more than 100 horsepower	All countries

Note: The Second Schedule refers to goods prohibited from import into West Malaysia without an import licence.
EDB ext. 468/469/401

Singapore

CUSTOMS DUTIES: The Singapore *Government Gazette* has published a corrigendum to the Customs Duties (Amendment) Order 1973, published in *Trade and Industry*, March 15, 1973 (page 552), as follows:

a for the expression 'including emul-liquid' of Code 554 204, read 'other than liquid'; and

b for the '20 per cent' in the fourth and fifth columns of Code 554 204 read '20 per cent or 22 cts. per kg'.

EDB ext. 401/468/469

New Zealand

CUSTOMS ACT—DUMPING DUTY—INSECTICIDES AND FUNGICIDES: The New Zealand Minister of Customs has issued the following notice:

Pursuant to the provisions of Section 129 (1) of the Customs Act 1966, as amended by Section 6 of the Customs Amendment Act 1971, notice is hereby given that dumping duty, equivalent to 100 per cent of the amount by which the fob export selling price is less than the current domestic value, determined in accordance with the provisions of this Act, shall be payable in respect of the following goods:

Tariff item	Goods	Origin
	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):	All sources except Canada and Australia
	Insecticides and fungicides:	
	For agricultural purposes, and for such other purposes as may be approved by the Minister, and under such conditions as he may prescribe:	
ex 38.11.021	Put up in packings for sale by retail	
	Otherwise packed:	
ex 38.11.022	As may be determined by the Minister	
ex 38.11.023	Other	
	Viz: Products incorporating the substance captan-n (trichloromethylthio) cyclohex-4-ene-1 2 -dicarboxyimide- to be used as seed protectants	

This decision shall take effect in respect of all such goods imported into New Zealand on and after January 1, 1973.

EDB ext. 401/468/469

Canada

MICROWAVE OVENS: The Canadian Department of Health and Welfare has issued Information Letter 384 announcing proposed regulations, under the Radiation Emitting Devices Act, to govern the manufacture, import or sale of microwave ovens. The proposals, on which comments are invited, include standards of design, construction and functioning to ensure safety. Copies of the letter are available. **EDB ext. 455/456/457**

SAFETY AND EFFECTIVENESS OF DEVICES: Information Letter 385 of the Canadian Department of Health and Welfare announces that consideration is being given to the enactment of regulations under which the Department would have authority to request a manufacturer of a device, as defined in the Food and Drugs Act, to submit evidence of the safety and effectiveness of the device. Requests for information would however be made only in those instances where the safety or effectiveness of the device was open to serious doubt. Products which can be classified as devices, as defined in the Food and Drugs Act, include such widely diverse and specialised products as dialyzers, cardiac defibrillators, incubators for infants, diathermy machines, hearing aids, eye glasses and contact lenses, as well as weight-reducing equipment and clinical thermometers. The letter includes the proposed regulations and invites comments by April 30. Copies are available.

EDB ext. 455/456/457

COLOURING AGENTS FOR USE IN DRUGS: Information Letter 386 announces the Canadian Department of Health and Welfare's intention to recommend that the Food and Drug Regulations be amended in respect of the use of colouring agents in drugs. A suggested list of permitted colouring agents is included in the letter, copies of which are available. Comments and suggestions are invited by April 30. **EDB ext. 455/456/457**

United States

NUTRITIONAL GUIDELINES FOR FOODS: *Trade and Industry*, February 3, 1972, referred to the proposed establishment of nutritional quality guidelines for certain classes of foods. The first of the classes proposed was frozen convenience dinners. Regulations relating to these general guidelines and to the dinners have now been published. (FR 14.3.73) **EDB ext. 455/456**

FOOD LABELLING: *Trade and Industry*, February 15, 1973 referred to proposals and regulations on food labelling. The regulations concerned were for (a) the establishment of a food label information panel for all mandatory label information, (b) the inclusion of food nutritional information on the label in certain circumstances, and (c) the provision of information on cholesterol and fat and fatty acid composition of foods, in certain circumstances. A period was given for additional comments to be submitted and as a result of these some amendments have been made. (FR 14.3.73) **EDB ext. 455/456**

CHILDREN'S SLEEPWEAR—FLAMMABILITY STANDARD: *Trade and Industry* of July 6, 1972 announced that proceedings had been instituted for the development of a new or amended flammability standard for sleepwear sizes 7 to 14, normally worn by children of ages 6 to 12. A proposed flammability standard (DOC PFF 5–73) has now been published. (FR 12.3.73) **CRE ext. 2397**

Venezuela

TARIFF AMENDMENTS: Resolutions 150, 180, 210 and 223 of the Venezuelan Ministry of Finance amend certain headings in the new customs tariff (Decree 1168 of December 27, 1972). The headings affected are:

01.02	01.06	03.01	06.01	08.05	08.12	15.01	15.04	15.07	15.08
15.13	16.04	20.02	22.05	22.07	25.07	Chapter 27		28.42	29.15
29.25	29.26	29.35	30.03	32.07	34.01	34.04	37.03	38.19	39.02
40.01	40.02	40.12	40.13	40.14	43.01	43.02	43.03	43.04	44.14
48.01	48.05	48.15	59.04	61.07	62.04	64.05	65.03	65.04	65.05
65.06	68.07	70.20	73.17	73.32	73.34	73.35	73.38	73.40	74.15
74.16	78.01	79.01	80.01	82.02	82.04	82.09	82.10	82.14	82.15
83.01	83.05	83.09	84.54	84.56	84.59	85.06	85.15	90.10	90.19
98.02	98.03	98.04	98.05						

The new tariff is due to come into effect on May 1, 1973.

EDB ext. 474/476/7312

Ecuador

ADDITIONAL TAX: As a result of reforms in the prior deposit system in Ecuador, goods on List I will pay an additional tax of 1 per cent and those on List II a tax of 6 per cent. A prior deposit of the value of the customs duty continues to be required and this together with the tax, must be settled before an import permit is issued. **EDB ext. 474/476/7312**

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Argentina

TARIFF AMENDMENTS: Argentine Decree 8643/72 makes additions and amendments to certain subheadings of tariff no. 73.15:

1 The description under tariff nos. 73.15.09.03 and 73.15.10.11 is extended by the following wording:

'. . . and symmetrical trapezoidal section of between 10.0 × 4.0 × 1.0 mm. and 35.0 × 8.0 × 2.5 mm. (the measurements 10.0 and 35.0 being the sectional height).'

2 The diameter of bars and rods under tariff no. 73.15.10.13 previously read:

'. . . round from 25.4 and 28.57 mm. diameter.'

This description has now been amended to read:

'. . . round from 19.05, 25.4 and 28.57 mm. diameter.'

3 The following subheading has been added to tariff nos. 73.15.16.00, 73.15.18.00 and 73.15.20.00:

Tariff no.	Description	Rate of duty *ad valorem* cif
73.15.16.04 18.04 20.05	Sheets and plates, unworked, smooth, of the following chemical composition: C 0.65 to 0.88%; Mn 0.20 to 0.40%; Si 0.20 to 0.40%; Cr 3.75 to 4.50%; V 0.90 to 2.20%; W 5.50 to 18.75%; Mo 5.50% maximum; according to standards SAE T1 (18-4-1) and SAE M2 (6-6-2) for the manufacture of saw blades and circular grooving saws . . . with import licence issued jointly by the Military Factories Directorate and the Ministry of Industry and Mining	15%

4 The following additions have also been made to tariff nos. 73.15.23.00 (hoop and strip of steel with high carbon content) and 73.15.24.00 (hoop and strip of alloy steel):

Tariff no.	Description	Rate of duty *ad valorem* cif
73.15.23.03	Intended for the manufacture of: metric tapes, measures and rules; saw blades for cutting metals; saw blades or sheets for cutting non-ferrous materials and saw blades for hand saws, of measurements exceeding 60 mm. width by 0.90 mm. thickness . . . with import licence issued jointly by the Military Factories Directorate and the Ministry of Industry and Mining	15%
73.15.24.05	Intended for the manufacture of metric tapes, measures and rules, of stainless steel, cold-rolled, of thickness between 0.10 and 0.19 mm. inclusive; saw blades or sheets for cutting non-ferrous materials and saw blades for hand saws; knife blades of stainless steel type AISI 4.20, measuring from 200 to 400 mm. in width by 0.90 to 1.50 mm. thick of microdised steel type AISI W2 . . . with import licence issued jointly by the Military Factories Directorate and the Ministry of Industry and Mining	15%

EDB ext. 474/476/7312

ADDITION TO CUSTOMS TARIFF: Argentine Decree 8957/72, published in *Guia Practica* 192, makes the following addition to the customs tariff:

Tariff no.	Description	Rate of import duty
39.02.01.15	High density polyethylene, destined for the manufacture of nets, line, buoys and cases for fishing and anti-hail nets . . . with import licence authorised by the Ministry of Agriculture and Livestock and the Ministry of Industry and Mining	Free

EDB ext. 474/476/7312

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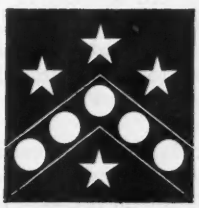

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A decade of metrication nears its end

Gordon Bowen, Director of the Metrication Board, on the Board's Annual Report for 1972

THE end of Britain's decade of metric change is in sight. There is now little more than two years left before the 1975 target for substantial metrication is reached. The Metrication Board's fourth report *Going Metric—Progress in 1972*. published on April 17, nonetheless points to a loss of momentum and loss of confidence in industry that the target will be achieved; restored momentum will require positive action by the Government. The Government's policy was set out in a White Paper published in February 1972 when they affirmed their support for the metric change, endorsed the 1975 target, and commented on the need to ensure the orderly completion of the process.

Progress in 1972 calls for the momentum to be restored. Continuing to operate in both systems exacts a heavy economic price. The situation in Britain is contrasted with achievements in other countries. 'While in 1970 the United Kingdom was well ahead of her major trading partners who are carrying out the metric change we are now being overtaken. This could soon prove disadvantageous commercially.'

Metrication and the consumer

The Report gives a detailed account of metric progress in industry but the greatest emphasis is on metrication and the consumer. Metrication in Government departments and the substantial progress overseas are both treated in detail.

The first Chapter reviews progress already made and what needs to be done to achieve the national objective. There has been substantial progress in construction, and the engineering industries are about up to their target. Changes have already been made in overseas freight and in a large part of the Customs Tariff and the Overseas Trade Classification. The changeover by inland freight operators, including British Rail, is agreed for January 1974. The Post Office have decided to base postal charges in metric from 1975. The fuel industries are likely to change in 1974 and early 1975 and the timetable for the change by farmers and their suppliers in the farm year 1975/76 has been accepted by the Government.

Metrication in education has progressed well. Surveys show that the majority of pupils between 10 and 16 understand metric terms. Teachers express concern at the slow progress being made in the consumer sector which makes their work of teaching the practical use of metric measures more difficult than it need be.

In marked contrast to these programmes the Report points to the lack of progress in the changeover to metric in the food industry. Change is here of key importance for consumers.

The main impact on the consumer must be the change to metric units for the sale of groceries like butter, tea and sugar. Under the Weights and Measures Act these may only be sold when prepacked in prescribed imperial quantities. Changes to existing legislative provisions will be necessary to permit metric packs of these commodities and to require the primary quantity markings to be metric on packs of many other goods which must state the weight or volume of the contents. The Department of Trade and Industry is working with food manufacturers, retailers and consumers on details of the necessary legislation, taking account when doing so of relevant EEC requirements and of EEC proposals.

Food manufacturers want to know when the Government intend to introduce the necessary amending legislation. They would like to co-operate with the Government in working out acceptable timetables for groups of related products and for phasing out imperial measures for food packs. Early indication of the Government's intentions, including the acquisition of powers to implement agreed terminal dates for the use of imperial units, is anxiously awaited by the industries concerned.

During 1972 there has been some progress with other consumer goods. Changes in manufacturing industry are already making their impact on the distributive and service trades and so on consumers. A widening range of goods described in metric is now stocked by retailers and purchased by the general public. These include paint, some packs of knitting yarn, much beer and cider in non-returnable cans and bottles, saucepans in metric sizes, vinyl floor coverings in metric widths, detergents and garden fertilisers in kilogramme packs. More and more goods are marked both in imperial and metric units. Some major sectors of the consumer goods industries have their plans for making the change. The textiles and clothing industries, and the major mail order and retailing organisations concerned with the production and marketing of textiles and clothing, have agreed an outline programme for the orderly change to metric of yarns, fabrics and clothing to be started in 1974 and completed in 1975.

The Report points out that consumer organisations accept the inevitability of the change and are anxious that it should be sensibly managed through a co-ordinated programme, backed by legislation. This should provide for the phasing in of metric measure and the phasing out of imperial measures in as short a time as practicable. The continued, widespread use of two measurements systems could cause uncertainty and confusion. A substantial publicity effort by industrialists, distributors and the Metrication Board is needed to inform and help the general public to adapt to metric and for this the Board should be given sufficient resources.

As the public becomes more aware of metrication there is increasing demand for more information about the changes that are taking place and those to come. The White Paper expressed the Government's concern to ensure that consumers

fully understand the metric system, that new metric packs should be distinctively marked, and that consumers should be able to continue to judge value for money during the transitional period. The Metrication Board has taken account of this need. During 1972 it established consultative machinery to cover Distribution and Consumer Interests and Working Groups to identify the most effective aids for both consumers and retailers, and to study the ways of producing information for the general public. The Consumer Safeguards Group concerned with how the shopper could be helped to continue to judge value for money during the changeover from imperial to metric measures started work in January and will be reporting to Ministers in June.

In recording the progress of metrication in Government the Report commends the example set by some sectors, such as public building works. It contends however that there remains a need for public authorities to take a more positive approach in specifying their requirements in metric if engineering based industries are not to be burdened with continuing uneconomic dual-system production and if they are to meet their metric target. Government departments are urged to press on vigorously with the change and to encourage other public authorities and nationalised industries to do so.

The Report refers to the legislative obstacles to metrication and emphasises the critical importance of certain changes, particularly to the Weights and Measures Act 1963 and to part of the Factories Act 1961. Legislative changes made during 1972 include the Building Regulations, the Construction and Use of Vehicle Regulations, Import Duties Orders, and Regulations concerning the conversion of weighing machines.

The main conclusion of the Metrication Board's Fourth Report is that it is in the national interest to push forward vigorously with the metric change. The shorter the changeover period the better for everyone. There could be serious economic consequences if the programme were protracted. Nor would the general public be helped by delay and uncertainty.

Government acts on supply of tranquillisers

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, told the House of Commons on April 12 what action the Government was taking following publication of the Monopolies Commission's Report on the supply of chlordiazepoxide and diazepam.

He said: 'This report, which is being published today, deals with the supply of certain patented tranquillisers sold mainly under the brand names Librium and Valium. They are prescribed principally for the relief of neuroses and emotional problems and are taken regularly or intermittently by more than 1 million people. The current annual cost to the National Health Service is approximately £8 million. They are manufactured by Roche Products Ltd., a UK company linked with the Swiss company F. Hoffman-La Roche and Co. AG and its associates by whom the active ingredients, chlordiazepoxide, and diazepam, are supplied.

'On September 14, 1971 the Monopolies Commission was asked to investigate the supply of these goods and I received their report on February 27, 1973. The Government accepts this report and I shall later describe the steps we are taking to implement its recommendations.

'The Commission concluded that since Roche Products is responsible for the supply of about 99 per cent of the reference goods, monopoly conditions prevail; and that the determination of the level of prices results from and is designed to preserve these conditions and operates and may be expected to operate against the public interest. The Commission conducted an exhaustive investigation of the prices which have been charged for the goods in the light of all the relevant factors. These included the cost of production, promotional expenditure and, in particular, the transfer price of the active ingredients from associates abroad and the contributions towards group research and overheads made by the UK company. They reached the clear conclusion that UK prices for some years have been manifestly too high and that the Roche group has accordingly obtained from the sale of the drugs in this country profits far in excess of what is justifiable.

'The Commission's main recommendations are that the price of Librium should be reduced to not more than 40 per cent of the 1970 price and the price of Valium to not more than 25 per cent of the 1970 price with corresponding reductions for certain other less widely used drugs covered by the reference. The price on average of the various forms of Valium is now about one-half of the 1970 price. The Commission also consider that there should be negotiations with the Roche group for the repayment of large sums to the Department of Health and Social Security by way of remedy for the excessive prices already charged.

'I must also inform the House that, as the Report indicates, the task of the Monopolies Commission was complicated by the refusal of the Roche group to supply certain information about its costs and sales.

'The House will wish to know what action the Government is taking. In view of the serious situation disclosed by the Monopolies Commission, I have today made an Order under the Monopolies and Mergers Act 1965 reducing the prices of Librium, Valium and the other Roche products concerned to the levels recommended by the Monopolies Commission. This is being laid before both Houses today and will come into force on April 23. My Rt. Hon. Friend the Secretary of State for Social Services will also be entering into negotiations with the company about past transactions.'

Applications for building grant under Section 3 of the Local Employment Act 1972

THE closing date for certain applications for building grant under the Local Employment Act is October 1, 1973, Mr. Christopher Chataway, Minister for Industrial Development, announced in the House of Commons on April 11.

In answer to a question, Mr. Chataway said: 'I have decided that grant shall not be made in respect of buildings to which paragraph 3(3)(c) of Schedule 2 to the Industry Act 1972 applies unless the application is received by my Department before October 1, 1973.'

The building grant scheme under Section 3 of the Local Employment Act 1972 was brought to an end by the Industry Act 1972 subject to certain transitional provisions. Unless the application for grant was received before March 22, 1972:

(i) The construction of the building or the carrying out of the works must have been begun before March 22, 1972 and the application for grant must be received by the Department before August 1, 1973; or

(ii) A contract must have been entered into before March 22, 1972 in respect of all or any part of the expenditure on the asset for which the grant may be made.

Following the Minister for Industrial Development's announcement, the application for grants in cases involving the existence of a contract before March 22, 1972 must be received by the Department before October 1, 1973. Grant will not be made in respect of applications received on or after that date.

(continued on next page)

The Minister with special responsibility for small firms, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, addresses a training course in London for the staff of the new Small Firms Information Centres. There will be a staff of three in each of ten centres.

BUILDING GRANT
continued

The Department's ordinary rules in respect of building grant exclude from payment of grant any building which has been completed, or occupied in whole or part, before the application for grant is received by the Department.

It is in the interest of applicants to lodge their applications with the Department as soon as possible, and in any event before the appropriate date of August 1 or October 1 according to their circumstances.

Applications should be made on form LEA 1 which is obtainable from the Department's Regional Offices.

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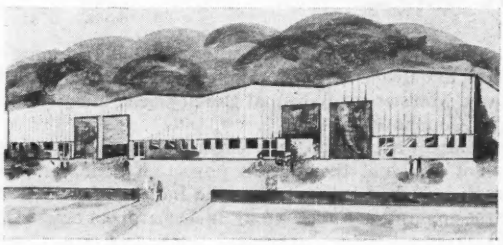

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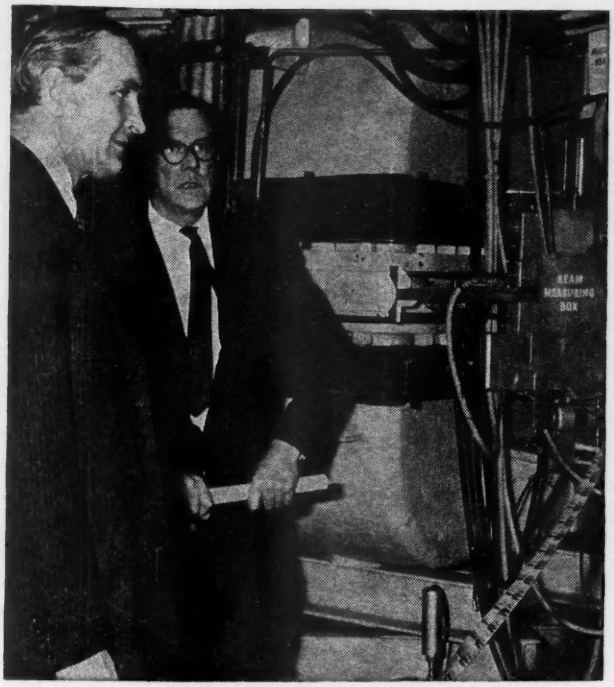
Moneylenders Acts 1900 to 1927

The following changes have taken place during the six months from October 1, 1972, to March 31, 1973, in the list of companies which hold Orders of Exemption, issued under Section 6 (e) of the Moneylenders Act 1900:

Additions
Agricultural Supplies (Cambridge) Ltd.
Continental Illinois Ltd.
Fallings Park Investment & Mortgage Co. Ltd.
Hall Securities Ltd.
Hanover Berkeley Securities Ltd.
Indochine Finance (UK) Ltd.
International Factors Ltd.
J. Coral Finance Ltd.
Jubilee Money Society Ltd. (The)
Knightsbridge Mortgage Co. Ltd.
London and Scottish Guarantees Ltd.
Lothbury Securities Ltd.
Merban Ltd.
Mountford Securities Ltd.
Policy Purchase & Investment Co. Ltd.
Queen Street Trust Ltd.
Roman Wall Finance Ltd.
Silbury Finance Co. Ltd.
Southsea Mortgage & Investment Co. Ltd.
West Central Holdings Ltd.

Deletions
Airedale Investments Ltd.
Beaver Cowell & Partners Ltd.
Blane & Enfield Ltd.
British Medical Finance Ltd.
Camfund Ltd.
Campbell & Lincoln Finance Ltd.
Campbell Discount Co. Ltd.
Cashbonds Ltd.
Cole Port Investments Ltd. (The)
Equitable Reversionary Interest Society Ltd. (The)
Farnworth Finance Facilities Ltd.
Finansurance Ltd.
First British American Corporation Ltd. (The)
International Maritime Finance (Investments) Ltd.
Lancashire & Yorkshire Reversionary Interest Co. Ltd.
Liverpool Reversionary Co. Ltd. (The)
Rootes Acceptances Ltd.



Mr. Tom Boardman, Minister for Industry (left), studies, with the aid of Mr. R. W. McIlroy, a variable energy cyclotron at Harwell atomic energy research establishment, Berkshire. In a few days the machine's high-intensity beams can simulate radiation effects produced in the lifetime of a reactor. The Minister visited Harwell recently and was received by Sir John Hill, chairman of UK Atomic Energy Authority, and Dr. Walter Marshall, UKAEA member for research and Director of Harwell.

Spiraflite (Finance) Ltd.
Syndicate Credits (Cambridgeshire) Ltd.
Syndicate Credits (Derbyshire) Ltd.
Syndicate Credits (Glamorgan) Ltd.
Timber & General Finance Ltd.

Change of name
Arbuthnot Factors Ltd. (formerly AL Factors Ltd.)
Fitzalan Finance Ltd. (formerly Meteor Hire Purchase Facilities Ltd.)
Hodge Finance Ltd. (formerly Anglo-Auto Finance Co. Ltd.)
London Mercantile Finance Ltd. (formerly Marsley Trading Co. Ltd.)
RIB Eastern Ltd. (formerly RIB Nominees Ltd.)
Treesford Securities Ltd. (formerly Coupon Finance Co. Ltd.)
Yard Securities Ltd. (formerly Finance Facilities (Leeds) Ltd.)
Yorkshire Bank Finance Ltd. (formerly Northern & General Finance Ltd.)

The following changes have taken place during the six months from October 1, 1972, to March 31, 1973, to the list of persons who hold certificates under Section 123 of the Companies Act 1967, to the effect that they have satisfied the Department of Trade and Industry that they can properly be treated for the purpose of the Moneylenders Acts 1900 to 1927, as being persons bona fide carrying on the business of banking:

Additions
Barnett Christie Ltd.
Chancery Trust Ltd.
Citicorp International Bank Ltd.
Mitsubishi Bank Ltd. (The)
Nordic Bank Ltd.
Philipp Brothers & Joseph Ltd.
Slater Walker Finance Corporation Ltd.

Change of name
Citibank Trust Ltd. (formerly National City Trust Ltd.)
Cripps Warburg Ltd. (formerly C. W. Capital Ltd.)
Drakes Trust Ltd. (formerly Wallace Brothers & Co. Ltd.)

Need for greater exchange of R & D know-how

—Mr. Michael Heseltine

'THE benefits of a wider exchange of scientific knowledge are not confined to Europe', said Mr. Michael Heseltine, Minister for Aerospace and Shipping, when opening the 1973 Labex and Physics Exhibition in London last week. 'The United States, Japan and and other countries are major sources of advance. It is to all our advantage to see that new developments in science and technology are dispersed more widely.'

Mr. Heseltine referred to his recent visit to the British Industrial Technology Exhibition in Peking and of the impressive range of British exhibits on display. 'It is thus a particularly interesting contrast,' he said, 'for me to be back in London to open one of the largest exhibitions of scientific instruments ever collected together in Europe, and including the latest products of more than 600 companies from 22 countries. Both exhibitions have a similar purpose—to bring to the attention of a wider audience the role of science and technology in developing a more advanced society. You have here nearly 200 advanced projects of different kinds in the scientific instrument field, and 70 prototypes.

'It is no accident that research-intensive industries—for example, chemicals, pharmaceuticals and plastics—have the best growth records. These industries invest heavily in research, they are major users of instruments, but most of all they have recognised the value of innovation. This, I believe, is one of the vital keys to economic growth. To maintain our growth we need to put more effort into innovation and especially into the way we use it.'

Britain 'good at inventing things'

'We in Britain are good at inventing things. An OECD study of a few years ago analysed the country of origin of 110 major innovations since the last war. The United Kingdom was second only to the United States in the league table. If the US figures are adjusted downwards for population, then we share first place with the United States.

'A country which is highly inventive but which until recently has had an economic growth-rate slower than most other industrial countries is something of a paradox. But I am convinced that one important factor is that in some way or other we have not been getting the best returns from inventions produced in the United Kingdom.

'Lord Rothschild carried out a very careful examination of the whole field of Government financed research and recommended the wider application of the customer/contractor principle so that the requirements for any particular piece of research could be more clearly defined. Incidentally, I am glad to say that DTI-sponsored research in civil aerospace and atomic energy was already organised on these lines.

'To put this customer/contractor policy into effect we have already set up five Requirements Boards (there will be another two soon) who will be responsible for commissioning much of the industrial R & D for my Department—which spent about £26 million in this area last financial year. Included is the work carried out by DTI's Industrial Research Establishments, non-nuclear work by the UKAEA, the contracts we place directly with industry and universities, and the funds we provide to the industrial research associations.'

UK needs high levels of R & D investment

'We all know that in many industries there is scope for a bigger and better-directed R & D effort. Now that this country's economy is expanding so strongly—and this year we expect to be among the growth leaders rather than laggards—I hope that managements and industries throughout the United Kingdom will look very closely indeed at their R & D budgets. As a country we need a higher level of investment in R & D as well as machinery and industrial buildings; and we must take care that our R & D is directed at those projects which are most likely to pay off commercially in world markets.'

Referring to the work of the Government research establishments, Mr. Heseltine said some of their work was on display at the exhibition, and he hoped industry would make greater use of this in future.

(continued on next page)

'But it is not just a question of transfer of know-how within one country,' he said. 'There is a need for greater exchange on an international scale. As a member of the European Community we see greater scope for collaboration in areas such as nuclear systems, aerospace and computer technology. But the benefits of a wider exchange of scientific knowledge are not confined to Europe. The United States, Japan and other countries are major sources of advance. It is to all our advantage to see that new developments in science and technology are dispersed more widely.'

Nuclear safety in Britain

'We shall continue to maintain and, where we can, improve the very high standards of safety upon which public confidence in the nuclear industry has been built and upon which insurers have been able to rely,' said Mr. Peter Emery, Parliamentary Under-Secretary for Industry and Consumer Affairs, on April 11.

Addressing a dinner given by the British Insurance (Atomic Energy) Committee for the chairmen and representatives of national associations of insurers engaged in the insurance of nuclear installations, Mr. Emery congratulated the Committee on the success of their Conference, attended by representatives from 18 countries, held in London yesterday and today.

The Minister said that, through the Committee, British insurers had played and would continue to play a leading part in harnessing world resources to provide insurance cover for the development of nuclear power. 'Such cover has been an important factor in the past and will continue to be so in the future.'

Referring to the outstanding safety record of the nuclear industry in Britain and to the special interest and responsibilities of the Department of Trade and Industry in achieving and maintaining these high standards, Mr. Emery added: 'The success of our joint objective is that you have never had to meet a significant third party claim in this country. In other words nuclear power has been secure.'

Proposed overhead electric lines: public inquiries

The Secretary of State for Trade and Industry has authorised public inquiries to be held into two applications by the Central Electricity Generating Board for his consent to the placing of overhead electric lines.

Bainton—Stamford

Bainton—Stamford 132 kV. overhead line on one of two alternative routes in the counties of Huntingdon and Peterborough and Lincoln (Parts of Kesteven). The Secretary of State has appointed Mr. J. G. Lindsay, a senior engineering inspector of the Department of Trade and Industry, to hold the inquiry on his behalf. The inquiry will open at 10 a.m. on Tuesday, June 5, 1973, at the Wittering Parish Hall, Wittering, near Stamford, Lincs. Mr. H. L. Nicholson, a planning officer of the Department of the Environment, will attend the inquiry as an assessor on questions of amenity.

Norton—Hawthorn Pit

A section of the Norton—Hawthorn Pit 400 kV. line on one of two alternative routes east or west of the village of Haswell, in the County of Durham.

The Secretary of State has appointed Mr. R. G. Anstee, an engineering inspector of the Department of Trade and Industry, to hold the inquiry on his behalf. The inquiry will open at 10 a.m. on Tuesday, May 22, 1973, at St. Paul's Church Hall, Church Street, Haswell, Durham.

Mr. Michael Heseltine, Minister for Aerospace and Shipping, examines a new interferometer for versatile and accurate measurement of small dimensional changes exhibited by the DTI National Physical Laboratory at the Physics Exhibition in London last week. The exhibition, held in conjunction with Labex International 1973, also had displays by the DTI's British Calibration Service, Safety in Mines Establishment, and Technology Reports Centre.

Newsprint prices

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, met a deputation of Members of Parliament on April 12 to discuss newsprint production.

The MPs expressed their concern about newsprint prices given the Government's current counter inflation policy.

Sir Geoffrey said that newsprint producers would, if increased costs justified it, be able to make application to the Price Commission under stage two and would also be able to raise the question of the impact of prices on investment. He added that the Government would continue to keep under review the industry's future prospects.

The MPs were Mr. Peter Trew, Mr. C. Fletcher-Cooke, Sir John Gilmour, Mr. Roger Moate, Mr. James Allison, Mr. Tom Williams, Mr. Roger White and Mr. Dick Douglas.

Glynwed Ltd. and the Armitage Shanks Group Ltd.

As Glynwed Ltd. have now abandoned their proposed acquisition of the Armitage Shanks Group Ltd., the Department of Trade and Industry have given consent to the Monopolies Commission to lay aside the reference which was made to them on February 20, 1973.

Gallantry awards to seamen on the 'London Valour'

Gallantry Awards have been made to two seamen of the SS *London Valour* which sank with the loss of 20 lives off Genoa on April 9, 1970. The posthumous award of the Silver Medal for Gallantry in Saving Life at Sea goes to Mr. Donald Allan McIsaac and the Bronze Medal to Mr. Meurig Caffery.

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ECGD—'Key weapon in export armoury'

—Sir Geoffrey Howe

'EXPORTS to other members of the EEC now offer British firms exceptional prospects of expanding their sales and their profits', Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, told Kingston-upon-Thames Mitre Businessman's Club on April 10. 'For many the services of the Export Credits Guarantee Department, for which I have Ministerial responsibility are already a key weapon in their export armoury. The Department offers insurance at low premium levels, a comprehensive credit information service, and access to cheaper finance. We also now offer insurance of overseas investment, for which we have to date issued six policies.

Business with other EEC members

'The volume of business the Department covers with the eight other members of the EEC has been growing extremely rapidly: from £430 million in 1967 it has shot up to £790 million in 1972. Firms who have been doing business with buyers well known to them in the old Commonwealth are finding ECGD facilities especially valuable now that they are selling to new buyers in Europe whom they do not know.

'We are working to make these facilities more attractive still—to streamline the organisation and improve the speed and efficiency of the service. Most of the guarantee underwriting is being moved out of headquarters to strengthened regional offices. When the new organisation has had time to run in this will mean that much of the work can be dealt with more quickly—by offices that are thoroughly familiar with exporters in their locality, and with their problems.

'Over the years we have accelerated the speed of our credit information service. It is not fast enough yet. Even in Europe getting sufficiently accurate credit information to safeguard both exporters interest and our own is not always easy. But we are constantly seeking ways in which to do it more quickly. For 100,000 buyers in Europe the Department already has information immediately available on its files.

'In the field of credit insurance we are reacting vigorously to the impact of Europe. But Europe will have to react to the impact of Britain. We are naturally using our influence in Brussels already to see that developments in credit insurance move in accordance with British exporters' interests, not against them. Apart from sheer size—we are bigger than all the EEC credit insurers—we have much to contribute. We have a volume of experience in fields which in some cases are breaking new ground for European insurers. And we have achieved premium rates at very low levels.

'We shall work to see that the harmonised arrangements we agree in the EEC will continue to enable us to compete effectively with exporters from other countries. I am in no doubt whatever that in this age of new ideas and new horizons ECGD has an important contribution to make both to British exports and European trade.

'Prospects are excellent'

'The prospects for this trade are excellent. Imports into the EEC are expected to grow strongly for at least the next two years. We need to increase our share of the EEC market. We now hold about 7½ per cent of the market for manufactured goods while Germany holds nearly 30 per cent and the French 12½ per cent.

'Since the beginning of April our exporters have received two important advantages: first the 20 per cent tariff cuts against our manufactured exports into The Six; second the VAT tax savings on exports—worth some £30-40 million a year.

'I am sure that British exporters will not be slow in using these advantages to good effect. With the whole tempo of world trade picking up, the prospects for determined exporters to increase their sales both in Europe and outside are excellent.'

Company law harmonisation of 'immense significance'

—Lord Limerick

HARMONISING company law in the European Economic Community was a matter of 'immense significance' for the healthy development of Europe's financial and commercial system, said Lord Limerick, Parliamentary Under-Secretary of State for Trade, on April 11.

Speaking at the Industrial Society's Conference on 'Company Law and the Employee', Lord Limerick said: 'In the interests of all Community members we have got to get the answer right. The Six naturally had regard for their own experience and legal systems in preparing legislation for a Community of Six. We have a right to expect the legislation for a Community of Nine shall similarly have regard for the experience and the legal systems of the Nine. We in Britain have much to contribute to the result as well as much to learn. Without a true exchange of ideas and experience there can be no true harmonisation.

'Both the draft fifth EEC Directive on company law and the proposed European Company Statute provide for a system of two-

(continued on next page)

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COMPANY LAW HARMONISATION

continued

tier boards, that is, for separate supervisory and management boards, and for substantial representation of employees on the supervisory board. The proposed Statute also provides for a system of works councils to be elected by all employees. These provisions would be new to our legal system, and, in the case of two-tier boards, also new to any current company practice. There are various views on them and other ideas of how to give employees a greater share in the running of their companies.

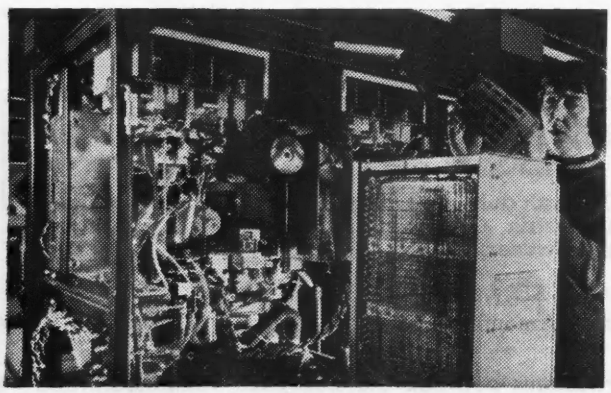
'Where does the Government now stand in this debate? The Government believes that companies have a responsibility to take account of the interests of their employees in arriving at decisions which affect their conditions of employment or job security. Exercise of this responsibility necessarily requires the involvement of workers in the decision making process. Traditionally, this involvement has been achieved in the UK mainly through the development of collective bargaining arrangements.

'As a means of securing greater involvement in the progress of undertakings the Government have concentrated on the reform of collective bargaining, the further development of joint consultation and the wider disclosures of information to employees through the provision of the Industrial Relations Act and the Code of Practice.

'The policy has been to set up a framework of law and good practice which will encourage employees and unions to discuss and negotiate arrangements most suitable for their particular situation. This is in line with the majority opinion of the Donovan Commission who considered that the development of more effective and orderly arrangements for voluntary collective bargaining was the best means of improving industrial relations and achieving a greater degree of co-determination in industry. Closely involving workers in the progress of firms is one of the stated objectives of the Social Policy Programme referred to in the Summit Communique of last October. We are of course committed to this general proposition. We should be prepared to consider constructively alternative forms of participation deriving from experience in other countries.

'That does not mean committing ourselves to forms of participation without adequate consideration, or in forms unsuitable to our situation. For example it seems to be acknowledged in the Community that the 4th Directive on company accounts lies in a field in which British practice is unrivalled in Europe and it is important that we should not be expected to lower our standards or to hold back further progress in the search for an excessive uniformity. On the other hand we could not on our side reasonably expect all our Community partners to attain at one stroke the standards of practice which it has taken us so long to achieve.

'Similarly, with the role of the employee in the company, while we cannot perhaps offer our partners a model for them to follow, we should be able to expect them to recognise that there may be more than one way to achieve the results we all seek and that it would be wrong to inhibit future progress and experiment in a field in which national traditions have developed somewhat differently, in which no one can have all the answers, and in which in any case there can be no finality.'



Honeywell's computer plant at Newhouse, Lanarkshire, which is embarking on a £3 million investment programme to manufacture the company's large-scale Series 6000 processors, is also to produce the full range of magnetic tape drives for the new series. The factory will be the sole European source of DA drives. The picture shows one of the new tape drives being checked out.

Fair competition in the European Community: notification of restrictive agreements

AN article in *Trade and Industry*, March 29, 1973, reminded companies party to restrictive agreements made before January 1, 1973, that they must decide before June 30, 1973, what to do about these agreements in accordance with EEC Regulation 17 of 1962. Action in respect of agreements made since January 1, 1973, must be taken immediately.

Applications for negative clearance or exemption should be made on form A/B to the Commission of the European Communities, Directorate-General for Competition, Rue de la Loi 200, 1040 Brussels.

Forms A/B can be obtained from any of the DTI offices listed in *Trade and Industry* on March 29, 1973. Firms in the London and S. Eastern and Eastern Regions can also obtain the forms from their usual contact in GESB, Export Services and Promotions Division, DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). Firms with no regular contact should ask for the general inquiry desk (ext. 611).

Import licensing arrangements for certain cotton textiles—effect of accession to the EEC

REGULATION (EEC) 1025/70 established a common system to be applied to imports from third (non-state-trading) countries. Annex I of the Regulation, as amended, includes a list of goods that may not be subject to quantitative restrictions (the 'liberalisation list') when imported by Member States of the EEC from third countries listed in Annex II of the Regulation.

Subject to certain derogations specified in the Act of Accession (Annex VII, Cmnd. 4862-II), the provisions of Regulation (EEC) 1025/70 applied in the UK as from April 1, 1973 and as a result certain changes have been made in UK import licensing procedures relating to cotton textiles. As already announced (*Trade and Industry*, of December 21, 1972, page 583 and NTI No. 1377), as from April 1, 1973 certain cotton goods from many previously restricted sources may be imported under the authority of the Open General Import Licence (ie without the need of an individual import licence).

Certain other cotton goods in the liberalisation list are set out in the Annex to this Notice. When imported from the sources indicated, an individual import licence will still be required. However, certain exporting countries will continue with the arrangements under which their exports of these goods are made under export certificates against which import licences are automatically issued by the Department of Trade and Industry to UK importers.

If importers of goods listed in the Annex to this Notice, from the sources indicated, find that any of the goods are not accompanied by an export certificate, they should apply, enclosing evidence of orders, on Form ILB/A for an import licence. Applications should be addressed to the Department of Trade and Industry, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, SW1P 3DB.

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Existing arrangements for imports of restricted cotton goods from the Eastern Area are unaffected by the arrangements described above.

Traders should note that for goods in the liberalisation list there are also provisions in Regulation (EEC) 1025/70 which might lead to the introduction of quantitative restrictions in certain circumstances and so affect the arrangements described above.

Tariff heading and description of goods		Sources from which Individual import licences will still be required
55.07	Cotton gauze	All sources other than EEC, Australia, Austria, Canada, Finland, Iceland, Israel, Japan, Liechtenstein, New Zealand, Norway, Sweden, Switzerland, and the United States of America
ex 58.10	Embroidery, in the piece, in strips or in motifs, containing more than 50% by weight of woven cotton	
ex 61.07	Ties, bow-ties and cravats, containing more than 50% by weight of woven cotton	
ex 61.08	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments, containing more than 50% by weight of woven cotton	
ex 61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like, containing more than 50% by weight of woven cotton	
ex 61.10	Gloves, mittens, mitts, stockings, socks and sockettes, containing more than 50% by weight of woven cotton	
ex 61.11	Made-up accessories for articles of apparel, containing more than 50% by weight of woven cotton	
ex 62.01	Travelling rugs and blankets *other than electric blankets*, containing more than 50% by weight of woven cotton	
ex 62.04	Tarpaulins, sails, awnings, sunblinds, tents and camping goods, containing more than 50% by weight of woven cotton	

The Japanese goods listed below may, if consigned to the UK from Japan under the authority of the Government of Japan (ie with a Japanese export certificate), continue to be imported under the authority of the Open General Import Licence (ie without the need of an individual import licence). Otherwise, an individual import licence will be required:

55.07	Cotton gauze
ex 61.07	Ties, bow-ties and cravats, wholly or mainly of cotton
ex 61.08	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments, wholly or mainly of cotton
ex 61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like, wholly or mainly of woven cotton
ex 61.10	Gloves, mittens and mitts wholly or mainly of woven cotton
ex 61.11	Made-up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets, removable linings), wholly or mainly or cotton
ex 62.01	Travelling rugs and blankets, wholly or mainly of cotton

New EC legislation

The legislation listed below has now been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, Directives and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. Regulation (EEC) No. 811/73 altering the 'monetary' compensatory amounts. (*Official Journal* No. L79, March 27, 1973)

Regulation (EEC) No. 881/73 amending Council Regulations (EEC) No. 766/68 and 1052/68 relating to sugar, cereals and rice, with reference to the advance fixing of refunds. (*Official Journal* No. L86, March 31, 1973)

Animal feedingstuffs. Fourth Directive No. 73/46/EEC establishing the Community methods of analysis for the official control of feedingstuffs (*Official Journal* No. L83, March 30, 1973)

Directive No. 73/47/EEC amending the second Directive No. 71/393/EEC of November 18, 1971 establishing Community methods of analysis for the official control of feeding stuffs. (*Official Journal* No. L83, March 30, 1973)

Milk and milk products. Decision No. 73/51/EEC amending Decision No. 72/475/EEC of December 22, 1972 authorising the Federal Republic of Germany to sell butter at reduced price in the form of concentrated butter (*Official Journal* No. L83 March 30, 1973)

Regulation (EEC) No. 883/73 extending the milk year 1972/73. (*Official Journal* No. L86 March 31, 1973)

Regulation (EEC) No. 898/73 extending Regulation (EEC) No. 2474/72 and 349/73 on the sale at reduced prices of intervention butter for direct consumption. (*Official Journal* No. L88, April 4, 1973)

Regulation (EEC) No. 901/73 amending Regulation (EEC) No. 2474/72 on the sale at reduced prices of intervention butter for direct consumption in the Community. (*Official Journal* No. L88, April 4, 1973)

Animal health. Decision No. 73/53/EEC concerning protective measures to be applied by the Member States, against swine vesicular disease. (*Official Journal* No. L83, March 30, 1973)

Beef and veal. Regulation (EEC) No. 871/73 amending Regulation (EEC) No. 714/73 fixing the export refunds on beef and veal for the period beginning April 1, 1973. (*Official Journal* No. L85, March 31, 1973)

Regulation (EEC) No. 873/73 extending again the period of validity of the provisions of Regulation (EEC) No. 2816/72 as regards the amount of security to be given upon importation of young bovine animals and calves for fattening. (*Official Journal* No. L85, March 31, 1973)

Sugar. Regulation (EEC) No. 872/73 fixing production refunds on

(*continued on next page*)

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NEW EC LEGISLATION
continued

white sugar used in the chemical industry. (*Official Journal* No. L85, March 31, 1973)

Regulation (EEC) No. 885/73 on the non-application of the first subparagraph of Article 4a(2) of Regulation (EEC) No. 974/71 to sugar. (*Official Journal* No. L86, March 31, 1973)

Fruit and vegetables. Regulation (EEC) No. 891/73 amending Regulation (EEC) 678/73 introducing a countervailing charge on cucumbers imported from Bulgaria and Romania. (*Official Journal* No. L87, April 3, 1973)

Regulation (EEC) No. 914/73 establishing the standard average values for the valuation of imported citrus fruits. (*Official Journal* No. L89, April 5, 1973)

Wine. Regulation (EEC) No. 882/73 amending for the fifth time Regulation (EEC) No. 1599/71 laying down additional conditions with which imported wines for direct human consumption must comply. (*Official Journal* No. L86, March 31, 1973)

Regulation (EEC) No. 897/73 fixing the average producer prices for wines. (*Official Journal* No. L88, April 4, 1973)

Regulation (EEC) No. 940/73 temporarily suspending the application in the new Member States of certain provisions of Regulation (EEC) No. 1769/72 on accompanying documents and records for products in the wine sector. (*Official Journal* No. L90, April 6, 1973)

Regulation (EEC) No. 942/73 postponing the application of Regulation (EEC) No. 1770/72 and making a temporary derogation from Regulation (EEC) No. 1769/72. (*Official Journal* No. L91, April 7, 1973)

Oils, fats and oilseeds. Regulation (EEC) No. 902/73 fixing the amount of the subsidy on oil seeds. (*Official Journal* No. L88, April 4, 1973)

Regulation (EEC) No. 944/73 making a seventh amendment to the Annex to Regulation (EEC) No. 1576/72 as regards the differential amounts for colza and rape seed. (*Official Journal* No. L91, April 7, 1973)

Hops. Regulation (EEC) No. 879/73 on the granting and reimbursement of aid accorded by the Member States to recognised producer groups in the hop sector. (*Official Journal* No. L86, March 31, 1973)

Silk and silkworms. Regulation (EEC) No. 884/73 amending Regulation (EEC) No. 922/72 concerning the general rules for granting aid in respect of silk worms. (*Official Journal* No. L86, March 31, 1973)

Tobacco. Regulation (EEC) No. 943/73 on the method and rate of interest to be used for calculating the costs of financing intervention measures on the internal market for unmanufactured tobacco. (*Official Journal* No. L91, April 7, 1973)

HARMONISATION OF LEGISLATION: The *Official Journal of the European Communities* No. L83, dated March 30, 1973, contains the text of Directive No. 73/44/EEC on the approximation of the laws of the Member States relating to the quantitative analysis of ternary fibre mixtures—Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU **(tel. 01-834 4422 ext. 718).**

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Official Journal of the European Communities* No. L87, dated April 3, 1973, contains the text of Regulation (EEC) No. 886/73 totally suspending from April 1 to June 30, 1973 the import duties on ethylene dibromide (CCT No. ex 29.02 AIII).

The *Official Journal* No. L89, dated April 5, 1973, contains the text of Regulation (EEC) No. 908/73 totally suspending until May 1, 1973 the import duties on potatoes (CCT No. 07.01 AII).

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities*, No. L87, dated April 3, 1973, contains the text of Decision No. 73/61/EEC authorising the French Republic not to apply Community treatment to knives with cutting blades, serrated or not (including pruning knives), except knives with handle in ivory or in gilded or silvered base metal falling within heading No. ex 82.09 of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States.

COMMON CUSTOMS TARIFF: The *Official Journal of the European Communities* No. L86, dated March 31, 1973, contains the text of Regulation (EEC) No. 880/73 fixing the basic duties for imports of products falling within chapter 91 of the Common Customs Tariff—Tariff Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ **(tel. 01-222 7877 ext. 2493).**

COMMUNITY TRANSIT—CORRECTION: *Trade and Industry*, dated February 15, 1973, contained a notice about Regulation (EEC) No. 217/73 concerning transitional measures for the free movement of goods. The *Official Journal of the European Communities* No. L91, dated April 7, 1973, contains a correction to this Regulation.

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, dated February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations, reimposing, with effect from April 10, 1973, the Common Customs Tariff duties on certain of these products, have been published in the *Official Journal of the European Communities* No. L91, dated April 7, 1973.

Common Customs Tariff no.	Description of goods	Country of origin	Tariff quota or preference set up by Reg. No.
Regulation (EEC) No. 939/73			
69.08	Glazed setts, flags and paving, hearth and wall tiles	South Korea	2762/72
Regulation (EEC) No. 940/73			
53.06	Yarn of carded sheep's or lambs' wool (woollen yarn) not put up for retail sale	developing countries	2766/72
Regulation (EEC) No. 941/73			
60.01	Knitted or crocheted fabric, not elastic nor rubberized: A. Of wool or of fine animal hair	developing countries	2766/72

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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, APRIL 9

Motor insurance

Sir Geoffrey Howe was asked if all motor insurance companies had submitted their latest and required annual accounts; and if he would name those companies in default of this requirement of the Companies Act. Sir Geoffrey replied: 'I assume the Hon. Member is referring to the requirement of the Insurance Companies Acts. The only defaulters are a number of overseas registered companies which we recognise are having difficulty in submitting certain information. The Department is in touch with them and I see no advantage in publishing their names at present. Returns from individual companies are available for inspection at Companies House.'

In reply to further questions, Sir Geoffrey said that no motor insurance companies were at present under investigation by the DTI. None under the provisions of Sections 164/165 of the Companies Act, 1948. Sir Geoffrey was asked what action he intended prior to the enactment of the Insurance Bill to protect the interests of policyholders where it became apparent that a motor insurance company was in economic difficulty. 'I shall continue to use my existing powers under the Insurance Companies Acts 1958 to 1967,' he replied.

Exports of live sheep

Sir Geoffrey Howe was asked when licences were issued in respect of the 8,752 sheep not for breeding exported in February 1973 to Belgium and the 1,265 exported to the Republic of Ireland. He replied: 'Licences for the export to Belgium of sheep not for breeding or exhibition were last issued in November 1972 and all expired by January 31, 1973. The figures of exports for any month are based on documents received in the Statistical Office of HM Customs and Excise from traders during that month. The shipments will have been made earlier.

'No licences were issued from Great Britain in respect of the exports to the Republic of Ireland referred to. Licences are not however required for the export of sheep from Northern Ireland to the Republic of Ireland.'

NCB purchasing procedures

Referring to an internal inquiry conducted by the National Coal Board into disclosures arising from an internal document submitted by a senior employee of the National Coal Board's operational research executive in which as part of his normal duties he made certain allegations as to the Board's procedures in respect of the purchasing, stocking and maintaining of powered roof supports, a Member asked if steps would be taken to investigate this matter in the form of a public inquiry. Mr. Boardman replied: 'No, Sir. This matter has been investigated by the Board's independent auditors who are appointed by the Government. Their report found that there was no substance in the allegations but made some suggestions for detailed improvements in procedures which the Board are considering.

'I see no need for a further inquiry into these allegations but I welcome the Board's decision, of which I informed the House on February 26, to ask independent experts to conduct a general review of their purchasing procedures.'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Power stations

A Member asked what had been the capital cost by the CEGB in the building of gas, coal, oil and nuclear power stations, respectively, over each of the past 10 years; and for estimated figures for each of the next three years. Mr. Emery supplied the following table giving the information requested for the last 10 years.

CAPITAL EXPENDITURE BY THE CEGB ON BUILDING POWER STATIONS

£ million

Type of capacity	Gas-fired	Coal-fired	Oil-fired (Note 1)	Nuclear (Note 2)
Year				
1963/4	—	116	19	108 (20)
1964/5	—	145	30	93 (9)
1965/6	—	161	42	62 (7)
1966/7	—	188	51	58 (4)
1967/8	—	159	59	49 (0)
1968/9	—	116	51	54 (9)
1969/70	—	78	35	72 (10)
1970/1	—	60	28	97 (20)
1971/2	—	44	33	101 (12)
1972/3	—	22	45	113 (6)
(Note 3)				
TOTALS	—	1,089	393	807 (97)

Notes:
1 Includes expenditure on main gas turbine stations.
2 Includes the expenditure on the initial nuclear fuel charges shown in brackets.
3 Provisional figures.

'Expenditure for the next three years will depend upon decisions yet to be taken about the capital investment programme of the CEGB which is being considered.'

Oil-fired power stations

A Member said that experts were forecasting that the world's supply of oil would be below the demand for this fuel by the late 1980s, and asked Mr. Boardman if he would have discussions with the chairman of the nationalised fuel and power industries, and then report to Parliament before giving his consent for the building of any more oil-fired power stations. 'I have periodic discussions with the chairman of the nationalised industries; and with the oil companies' said Mr. Boardman. 'World oil prospects are naturally one of the major matters discussed from time to time. Fuel supply prospects are taken into account in making decisions on the fuelling of stations when the electricity industry's capital investment programme is reviewed.'

Scottish Petroleum Office

In reply to a Member who asked if the formation of a Petroleum Development Board based on Scotland, would be considered, Mr. Grant said: 'No Sir. A Scottish Petroleum Office is being set up in Glasgow through which the new Offshore Supplies Office will discharge its responsibilities in Scotland.'

Steel redundancies at Shelton

A Member asked what readaptation grants under the Treaty of Paris would be payable in respect of the provision of jobs for those steel workers at Shelton declared redundant. Mr. Emery answered that the Government was currently negotiating with the European Commission an agreement under Article 56 of the Treaty of Paris for financial assistance toward tide-over payments, unemployment benefits, and training and resettlement allowances for redundant steelworkers; details had not yet been finalised.

Industry Act grants

Asked to estimate the number of jobs in the service industries which had been created under the Industry Act grants to date, Mr. Grant said that many new job opportunities in the service industries arose indirectly from Regional Development Grants provided to manufacturing, mining and construction industries although service industry projects themselves were not eligible for such grants.

Industrial development

Mr. Grant answered questions on industrial development in the Yorkshire and Humberside Region.

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PARLIAMENT
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Rough gas field

A statement was asked for on discussions with Berry Wiggins and Company about the Rough gas field in the North Sea. Mr. Boardman replied that the chairman of Berry Wiggins had twice seen Ministers in the Department about his negotiations with the Gulf Oil Company, the present licensees of the Rough gas field. In December last year Berry Wiggins were told that the DTI would consider any application which Gulf made to transfer the licence to them, and that in reaching a decision the DTI should weigh their capacity to undertake prompt and efficient development of the field against that of the other parties.

Mr. Boardman was also questioned about representations from the Gas Corporation about the desirability of exploitation of the Rough gas field in the North Sea being exploited by Amoco. He replied that a part of the Rough gas field was in an area already licensed to a group of four concerns led by the British Gas Corporation and Amoco (UK) Petroleum Limited. 'The Corporation have told me that, as Gulf wishes to relinquish its interest in the field, they see advantages in the whole field being exploited as a unit by their group,' said Mr. Boardman. Asked when he expected a decision to be made on the proposed sale of the Rough gas field, Mr. Boardman said: 'An application by the Gulf Oil Company to transfer their licence to a group led by the British Gas Corporation and Amoco (UK) Petroleum Limited reached me on March 27. I am considering this.'

Several more questions were put about the Rough field. Mr. Boardman was asked to make a statement on the provisions in production and exploration licences for North Sea oil and gas which permit the transfer of the licence from one company to another, and answered that model Clause 32(1) of Schedule 4 to the Petroleum (Production) Regulations 1966 provided that a licensee may not assign any of his licence rights without the prior consent of the Secretary of State. He was also asked to list the criteria applied to permit a holder of a licence to produce North Sea gas to transfer its rights to another company, and answered: 'Proposals to assign rights in offshore petroleum production licences are considered on their merits. In doing so, we take particularly into account the criteria listed in paragraph 6(3) of the Notice published in the *London Gazette* on June 22, 1971.'

Mr. Boardman was asked to give details of the submissions made by Berry Wiggins and Company Limited regarding their bid to Gulf Oil for the Rough gas field, and said: 'The 'The Chairman of Berry Wiggins saw my Hon. Friend, the Parliamentary Under-Secretary of State (Industry and Consumer Affairs) last December and said that his company was negotiating with the Gulf Oil Company to acquire the Rough gas field. At the end of March the Chairman saw me to discuss subsequent developments and to register his concern that the negotiations had been broken off.' Asked what was the date on which the DTI approved the transfer and sale of Gulf Oil's licence to procure gas from the Rough field to Amoco Company, Mr. Boardman said no decision had yet been taken on the application.

Replying to a question on the price to be paid for gas from the Rough field, Mr. Boardman said that the price of the gas was a commercial matter between the Corporation and the licensee, but he was kept informed of matters of this nature.

Shipping in the English Channel

Mr. Grant, answering a question on the completion of the multi-national discussions on the safety of shipping navigating the English Channel, said: 'Channel safety is a continuing problem. Informal discussions with a number of North West European countries took place at the end of March and further meetings are planned, but we hope to complete this phase of consultation during the summer.'

Concorde

Mr. Heseltine was asked to publish a list of all airline companies with current options on Concorde. He replied that the Chinese National Airline had placed a preliminary purchase order for three Concordes, and Iranair had signed a letter of intent for two aircraft with an option on a third. In addition, the following airlines held option at present:

Eastern Airlines	6
Lufthansa	3
Air India	2
Middle East Airlines	2
Japan Airlines	3
Qantas	4
Braniff	3

Mr. Heseltine continued: 'Following the recent decisions by some airlines not to convert their delivery reservations into firm orders, earlier places are now available for other airlines. The manufacturers are accordingly informing those airlines still holding options that in future delivery positions will be offered as orders are placed, and that they may amend the terms of their options if they wish.'

'I am still considering Hawker Siddeley's request for launching aid for the HS 146,' said Mr. Heseltine to a Member who asked what arrangements had been made for the financial support of the HS 146 project. 'I will make a further statement as soon as possible.'

Regional airports

Mr. Onslow told a Member who was inquiring about the report of the Civil Aviation Authority on Regional Airports, that it was understood that the Civil Aviation Authority's study into the structure of the airport system in the North and Midlands would be completed by the end of this year. The report was expected shortly thereafter.

In reply to a question on the future of Liverpool Airport, Mr. Onslow said: 'The Civil Aviation Authority tells me that the future of Liverpool Airport is being considered as a part of the study into the future structure of airports in the North and Midlands.'

TUESDAY, APRIL 10

Ordnance Survey maps

A Member asked Mr. Emery what use was made by the DTI of the Ordnance Survey 2½ inch to the mile maps; and if it was considered that satisfactory alternatives to these maps were available for the purposes for which they were currently used. Mr. Emery answered: 'These particular maps are used by my Department for:

(a) applications under the Petroleum (Production) Regulations 1966, for petroleum production, petroleum exploration or methane drainage licences; and
(b) the Department's records of the government oil pipe line system.

'Until the Department of the Environment and the Ordnance Survey complete their review of the use made by the public sector of these maps, the question of alternatives does not arise.'

Rough gas field

Mr. Boardman was asked to disclose the anticipated rate of production from the Rough gas field. 'Though the information available from the wells drilled so far does not enable the production capacity of the field to be accurately assessed, it could be of the order of 50/100 million cubic feet a day,' replied Mr. Boardman. Mr. Boardman also said that the DTI had had meetings with the Amoco Company with regard to the sale of the Gulf Oil Company's Rough gas field on March 27 and April 5, 1973.

Nuclear Energy Corporation

Mr. Walker, answering a question on the commercial and other appointments held by the chairman of the new Nuclear Energy Corporation; and if the chairman was expected to relinquish any other responsibilities, said: 'I would not have agreed to the invitation to Lord Aldington to chair the new nuclear company if I had not been satisfied that he would be able to give the time required to undertake this important job. Nor would he have accepted the invitation on any other basis.'

Concorde

Mr. Heseltine, who was asked on what date the Concorde was expected to receive its certificate of airworthiness; and how this date compared with the original estimate, said; 'The manufacturers expect that Concorde will receive its certificate of airworthiness in January 1975, about five years later than originally envisaged when the project began in 1962.'

Transatlantic air fares

A question was asked on the number of occasions since the signing of the Air Services Agreement, Command Paper No. 6747, on which the British and United States Governments had failed to reach agreement on transatlantic air fares and related matters. Mr. Onslow answered that, because of the rapid development of transatlantic air travel since the signing of the Air Services Agreement in 1946, there had been many occasions when differences over air fares and related matters had had to be settled by consultations under the terms of that Agreement. It would not be possible, without lengthy research, to say on how many occasions since 1946 these consultations had led to initial disagreement; but apart from the recent differences over reduced fares for advanced booking, which still remained to be settled, agreement had eventually been reached on all important matters.

Northolt air space

Mr. Onslow was asked if a committee would be set up to inquire into the possibility of enabling civil aircraft landing at or taking off from Heathrow to fly over Northolt airport, so as to alleviate the present noise pattern in the Heathrow area. He replied that the possibility of using Northolt air space for Heathrow traffic was already under active discussion with the National Air Traffic Services as part of a broader examination of routeing problems.

Merseyside Chamber of Commerce

Answering a request for a statement on the Minister for Industrial Development's recent visit to Liverpool, Mr. Grant said: 'My rt. hon. Friend accepted an invitation to address the Merseyside Chamber of Commerce on the occasion of their spring luncheon on April 5 and took the opportunity to hold discussions with leading personalities about the best methods of tackling the problems of the area.'

Industrial development

Mr. Grant answered questions on industrial development in the Hull employment area.

WEDNESDAY, APRIL 11

Air disaster at Hochwald

The following statement was made by Mr. Heseltine on the air disaster at Hochwald involving a Vanguard of Invicta International Airlines.

'Yes Sir. An Invicta International Airlines Vanguard G-AXOP (Oscar Papa) on a flight from Bristol to Basle yesterday crashed at about 10 a.m. GMT into a forest in a mountainous area near the village of Hochwald some 10 miles south of Basle Airport during the course of an overshoot following an unsuccessful approach to land.

'Of the 139 passengers and six crew it is now believed that more than 100 passengers and four crew lost their lives.

'I know the House will wish to join me in expressing deep sympathy with the relatives and friends of those who lost their lives in this disaster.

'The terrain in the area where the crash took place was very difficult and access to the wreckage was greatly hindered by heavy snow and by mist. In these particular circumstances a great tribute must be paid to the Swiss rescue organisations for their efforts to get the injured to hospital and in particular to the farmers and villagers of Hochwald for the enormous effort that they made to locate and help the survivors.

'A formal investigation into the accident has been instituted by the Swiss authorities who have invited the United Kingdom to appoint an Accredited Representative and Advisers to assist them. A party from the Accidents Investigation Branch accompanied by a team from the Royal Air Force Institute of Aviation Pathology arrived at Basle early yesterday evening.

'Invicta International Airlines have made arrangements to fly relatives to Switzerland today in two flights scheduled to leave at 3 p.m. and 4 p.m. One of these flights is expected to return this evening bringing those survivors fit to travel.'

Developing countries

A Member inquired if proposals had been studied from the United Nations Association and others to replace aid to underdeveloped countries by a wider admission of cheap goods produced by such countries and direct the funds saved to the declining industries in the UK. 'I am aware of proposals of this nature but am not in agreement with them,' said Sir Geoffrey Howe. 'We accept the case for assisting the developing countries to increase their exports but this in no way replaces their need for official development assistance.'

Import duty on tomatoes

Answering a request to remove the import duty on tomatoes, Sir Geoffrey Howe said: 'I understand that the exceptional shortage is not expected to last long, as the home crop is just coming on to the market. I am not persuaded that removing the duty would significantly increase supplies, but I am watching developments.'

Institution of Heating and Ventilating Engineers

Sir Geoffrey Howe was asked why the Institution of Heating and Ventilating Engineers was refused consent to change its name to the Institution of Building Services Engineers. 'The Institution's request to the Registrar of Companies to change its name was rejected in April 1971 after careful consideration,' he answered. 'This was because there were a number of other institutions registered as companies concerned with building services. The proposed title was considered to be too wide ranging having regard to the Institution of Heating and Ventilating Engineers activities at that time.'

Sir Geoffrey was also asked whether he supported the application of the Institution of Heating and Ventilating Engineers for a Royal Charter; and if not, why not. He replied: 'The need for a strong Building Services Organisation is recognised by the Government. I am aware, too, of the concern that this institution, in company with other engineering institutions who are not constituent members of the CEI, have about exclusion of their members from the chartered engineer register. Urgent discussions are now in train to resolve these difficult problems and all possible means of resolution are being considered. The granting of a royal charter is one possibility but by no means the only one.'

Steel redundancies at Shelton

A Member asked if the Secretary of State for Trade and Industry accepted the conclusion of the Select Committee on Nationalised Industries that the provision of employment for redundant steelworkers must be a Government responsibility and how he would discharge this responsibility in respect of Shelton. Mr. Emery said: 'The White Paper on the BSC's investment strategy made it clear that the Government would pursue policies designed to tackle the problems posed by plant closures in the steel industry. In particular our aim is to sustain a high rate of economic growth so that new jobs will be generated to replace those lost by closures. In the case of Shelton, the West Midlands Economic Planning Board is currently considering the likely consequences of the closure.'

Conditions on merchant ships

Replying to a question on Government acceptance of the ILO Recommendation 109 concerning wages, hours of work on board ship and manning, Mr. Onslow said that Recommendation 109 was accepted subject to reservations in a White Paper published in 1959 (Cmnd 886). The Merchant Shipping Acts gave powers for the regulation of safe manning and the limitation of hours of work related to occupational safety. They did not however include powers to prescribe wage rates.

EEC regional policy

Mr. Walker told a Member who asked how many meetings he expected to have in 1973 with the EEC Commissioner for Regional Policy, that the Minister for Industrial Development had had two meetings with the Commissioner for Regional Policy so far this year. Further meetings would be arranged as necessary.

Industrial development

Questions were asked on industrial development in Mosshill and Windscale.

THURSDAY, APRIL 12

Price increases

Sir Geoffrey Howe was asked to list the 177 companies and organisations who had been written to by the Prices Commission, indicating that they must submit quarterly reports on costs, prices and profit margins, together with a text of the letter. 'The Price Commission has not yet written to companies about the submission of quarterly reports,' he answered. 'The requirements for the submission of reports on costs, prices and profit margins will be set out in an Order to be made under the Counter-Inflation Act 1973 before the end of this month.'

In reply to a question about the number of complaints submitted to the DTI since the freeze; how many of these price increases had been allowed to stand, and how many had been turned down, Sir Geoffrey said: 'About 12,900. Half of these proved not to relate to the standstill. Of the remainder, investigations have been completed in 6,080 cases, some of which covered more than one complaint. 5,540 of these were not substantiated. In 540 cases, prices were found to be above the level permitted by the standstill, and in all cases were reduced. No price increases have been approved as a direct result of the investigation of a complaint.'

Industrial property rights in EEC

A Member asked for an indication of the limitations placed on industrial property rights such as patents through implementation of Article 85 of the Rome Treaty. Sir Geoffrey Howe replied that industrial and commercial property rights were preserved by Article 36 of the Rome Treaty, but the rights were subject to Article 85 of the Treaty. Decisions of the European Court of Justice indicated that owners of patents, trade marks or copyright would not be allowed to exercise their rights in a way which would erect barriers between national markets within the Community. In particular they indicated that the owner of the right would normally not be able to exercise it to prevent import into an EEC country of products marketed by him or with his consent, in another EEC country.

Sir Geoffrey was then asked in how many languages after January 1, 1977 a patent specification would have to be written, where searches would be made by UK companies; and whether there would be a master patent register in England covering European patents. Sir Geoffrey replied: 'If by that date the proposed European Patent Office is in operation, an application for a European patent may be filed in any one of the three working languages English, French or German. The Office will produce translations of the claims of the application in the two working languages other than the one in which the application was made. The applicant will be required, at his own expense, to produce translations of the claims into Dutch, Danish and Italian. Applications for UK national patents will continue to be required in English only.

'Searches on European patent applications made by UK companies will be carried out by the International Patents Institute at The Hague, which will become the searching authority of the European Patent Office.

'It is expected that the UK will keep a duplicate of the European Patent Register.' Answering a question on whether after January 1, 1977, a Community patent would be operative throughout the EEC; and whether there would be any method at a reasonable expense which a UK company could adopt to avoid infringing a European patent, Sir Geoffrey said that it seemed likely that, by January 1, 1977, it would be possible to apply for a European patent. Such a patent, when granted, would, for EEC countries, constitute a Community patent which would be of a unitary nature operative throughout the whole of the EEC.

UK companies, to avoid infringing a European patent, would need to have regard to existing European patents, just as now they must have regard to existing British patents. Sir Geoffrey also gave, in answer to another question, the number of patents granted in each of the countries now members of the EEC during 1971, the latest year for which the figures are available:

Belgium	16,349
Denmark	2,464
France	51,456
Federal Republic of Germany	18,149
Republic of Ireland	804
Italy	17,500
Luxembourg	1,991
The Netherlands	2,714
United Kingdom	38,989

Imports from Australia

Answering a question on the value of imports into Great Britain from Australia in 1960, 1965,

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1970 and the most recent year for which figures are available Sir Geoffrey Howe said: 'Information for 1960 is given in Table 270 of the 1969 *Annual Abstract of Statistics*, for 1965 and 1970 in Table 285 of the 1972 *Annual Abstract of Statistics* and for 1972 in Table II of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

Exports to France

A Member who asked what was the value of British exports to France in 1960, 1965, 1970 and the most recent year for which figures are available, was told by Sir Geoffrey Howe: '£99 million fob in 1960; information for 1965 and 1970 is given in Table 286 of the 1972 *Annual Abstract of Statistics*, and for 1972 in Table V of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

Consumer protection in the EEC

In reply to a question on what consumer protection machinery had been set up by the European Commission; and what discussions the DTI was having with the Commission on this subject, Sir Geoffrey Howe said that the Commission had set up a Directorate for Consumer and Environmental Affairs reporting direct to the Commissioner responsible, Signor Scarascia Mugnozza. 'On my recent visit to Brussels I impressed upon the Commission the importance we attach to the effective consideration of consumer affairs,' added Sir Geoffrey.

International Tin Agreement

A Member asked, under the International Tin Agreement, how many new entrants had been accepted into the scheme; and whether Brazil had been admitted as a member. 'Romania is the only new entrant to the International Tin Agreement since its renegotiation in 1970. Brazil is not a member,' replied Sir Geoffrey Howe.

Bankruptcies

Asked how many firms went bankrupt during 1972, Sir Geoffrey Howe said: 'The number of Receiving Orders and Orders of Administration (under Section 130 of the Bankruptcy Act 1914) made in England and Wales in 1972 was 3,884.'

Industrial development

Mr. Grant answered questions on industrial development in Kidsgrove, Merseyside, and the Northern Region.

FRIDAY, APRIL 13

Industrial investment

'We have provided a powerful system of investment incentives and an economic climate which is very favourable to investment and growth,' said Sir Geoffrey Howe when asked what was being done to encourage a higher rate of private investment in UK manufacturing industry.

Sir Geoffrey was also asked what studies the DTI had made into the reasons for low private investment in UK manufacturing industry, as compared with other industrial countries. 'This has naturally been the subject of examination together with other aspects of our relative economic performance,' he answered.

Mineworkers' pay

A question was put on the average take-home pay in 1972-73 of mineworkers, divided as to coalface workers and surface workers, stating the number involved; and what might be the estimated average take-home pay of both grades after payment of the recently agreed increase. Mr. Boardman answered that the National Coal Board did not collect data about the take-home pay of their employees. Weekly basic rates for mineworkers ranged from £23 for lowest paid surface workers to £34.50 for coal face workers. These rates would now be increased by £2.29. Mr. Boardman continued: 'Latest available information on average earnings was published by the Department of Employment in February and shows a weekly average of £38.21 for all adult workers engaged in coal mining (including provision for holidays with pay, and rest days; but excluding allowances in kind) for the week ending October 14, 1972.'

Price increases

Sir Geoffrey Howe was asked by what statutory authority he had circularised 155 non-food retailers with a turnover exceeding £5 million a year requesting weekly or monthly expenditures on SET before April 1, the methods by which they proposed to reflect SET savings in lower prices and details of how those savings were estimated. He replied: 'Under Section 12 of the Counter Inflation Act 1973 I have power to restrict prices and charges to ensure that they correctly reflect the tax changes which took place on April 1. In that context I wrote to retailers to ask them for information as to how they would pass on to the consumer savings from the abolition of SET, which vary according to individual circumstances.'

A Member spoke of a 17½ per cent increase in the cost of laboratory service fittings and asked if this conformed with the counter-inflation policy; and if not, whether action would be taken. 'The actual price increase has been from list price plus 12½ per cent to list price plus 17½ per cent an increase of about 4½ per cent,' replied Sir Geoffrey.

'Because of recent very sharp rises in world copper prices the Department has agreed that members of The National Brassfoundry Association and of The Copper Tube Fittings Association who manufacture certain specified goods in which the cost of copper and copper alloys represents a high proportion of total cost of manufacture may pass on to their customers in the form of price increases 50 per cent of the increased costs since November 6 of copper and copper alloys used in the manufacture of those goods. The White Paper on the first stage of the programme for controlling inflation (Cmnd 5125) envisaged price increases of this nature.

'I am satisfied that the price increase referred to by the Hon Member is within the limits agreed by my Department.'

Moneylenders' charges

A list was asked for of the Secretary of State's powers over the interest charges and procreation fees now being demanded by money-lenders and mortgage service companies. Sir Geoffrey Howe said: 'I have no control over the charges and fees of licensed moneylenders, but the Courts have power to reopen any of their agreements when they consider the terms to be harsh and unconscionable. I have power to exempt companies from the provisions of the Moneylenders Acts, under Section 6(e) of the Moneylenders Act 1900, and I also have power under Section 123 of the Companies Act 1967 to certify that a person can properly be treated for the purposes of the Moneylenders Acts as bona fide carrying on the business of banking and therefore exempt from the provisions of those Acts.'

In reply to a further question, on his policy towards the use of his powers in relation to the charges by way of interest rates and procreation fees now being charged in obtaining first and second mortgages from money-lenders and mortgage service companies, Sir Geoffrey said that companies holding exemptions under Section 6(e) of the Moneylenders Act 1900 were not permitted to charge more than 12½ per cent per annum on their loans. Holders of certificates under Section 123 of the Companies Act 1967 were not specifically restricted as to the rate of interest which they might charge for loans, but harsh treatment of borrowers was one of the matters which might be relevant to the question of whether a person could properly be treated as carrying on the business of banking for the purposes of the Moneylenders Acts and therefore be entitled to continue to have the benefit of such certification.

Movement of Industry

A Member asked for a table showing the amount of public money expended during each of the last three years to encourage the movement of industry to (*a*) special development areas and (*b*) development areas in Scotland, Wales, the North-East, the North-West and the South-West, respectively. Mr. Grant said that direct financial encouragement for the movement of Industry had been provided principally through removal grants made under Section 4 of the Local Employment Act 1972 and earlier legislations. Data for 1972/73 were not yet available. Information about removal grants offered in the three preceding years was given below.

	Removal grants offered, £'000		
	1969-70	1970-1	1971-2
Northern SDA	188	47	181
Northern DA (excl. SDA)	191	299	13
Merseyside DA	85	28	193
Southern Western DA	46	87	160
Welsh SDA	44	4	190
Welsh DA (excl. SDA)	368	382	62
Scottish SDA	8	Nil	65
Scottish DA (excl. SDA)	332	316	53

'The Local Employment Act has now been replaced by the Industry Act 1972, and a similar scheme for removal grants has been established,' said Mr. Grant.

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−90	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−113	−284	171
4th qtr	130			121 p	183 p	0	1	11	−6	−43p	−233 p	190 p
% change latest 2 quarters: on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972	128.2	130.3	110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
1973 1st qtr							164.5 p	151.0 p		665 p	2.9 p	229 p		
Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3.2	188	235	255
1973 Jan	133.1	135.2	114.2	154	171.3	7.7	158.7	150.3	108.4	703	3.1	201	247	264
Feb	135.1	138.1	117.1	146 p	172.4	7.9	164.9 p	151.1 p	108.8 p	660	2.9	238	252 p	269 p
Mar							169.9 p	151.6 p		631 p	2.8 p	254 p		
% change latest 3 months: on prev. 3 months	+1.6	+2.1	+3.0	−0.7	+1.9		+10.8	+1.3	+0.9	−11.8		+30.1	+1.9	+0.4
on a year earlier	+10.4	+9.8	+8.8	+16.3	+7.8		+21.9	+6.6	+13.7	−23.2		+84.7	+16.0	+29.4

(‡) Not seasonally adjusted (§) On a balance of payments basis.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February

THE export unit value index, on a balance of payments basis, rose by less than one half per cent in February (though the rounded index increased by a point); in January and February combined the export unit value index was a little over 2 per cent higher than in the fourth quarter of 1972. The import unit value index continues to rise sharply. In February it was 3 per cent higher than in the previous month and for January and February together it was more than 6 per cent above its level in the fourth quarter of last year. There was a further substantial fall in the terms of trade index in February.

The unit value index for exports of manufactured goods was rather less than 2 per cent higher in January and February than in the fourth quarter of 1972. Within manufactures the unit value index showing the fastest rise over the past year has been textiles. There has been a general increase in unit values within this group, with a particularly large rise in those for woollen yarn and fabric. The index for textile exports showed a rise of 4 per cent between the fourth quarter and January and February, as did that for chemicals; the unit value index for metals rose by 3 per cent in this period, mainly due to iron and steel. The growth in the unit value index for exports of machinery and transport equipment slackened in 1972 and in the last five months this index has been almost unchanged. Unit values for exports of non manufactures have been increasing rapidly; in January and February combined they were almost 7 per cent above their level in the fourth quarter of 1972, mainly due to increased unit values for materials and fuels.

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS 1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	148	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1972	143	157	110	177	159
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	150
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	166
4th quarter	137	152	111	161	159
1972 1st quarter	139	155	111	170	156
2nd quarter	140	157	112	175	162
3rd quarter*	[144]	[160]	[111]	[169]	[141]
4th quarter	152	162	106	195	178
1972 January	140	154	110	160	157
February	139	154	111	173	160
March	140	156	112	177	150
April	140	156	112	175	158
May	139	157	113	175	157
June	140	157	112	175	172
July	142	158	111	158	156
August*	[145]	[162]	[112]	[143]	[100]
September*	[146]	[160]	[110]	[206]	[168]
October	147	161	110	202	183
November	152	161	106	198	177
December	157	163	104	187	172
1973 January p	159	165	104	194	180
February	164	166	101	193	178

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates. * Affected by the dock strike. See Note (a).

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1972	143	153	128	120	151	157	135	161	134	139	160	172	156
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
3rd quarter*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
4th quarter	152	162	140	124	158	162	139	166	138	144	165	177	161
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157
February	138	148	120	117	146	154	130	159	134	134	156	169	154
March	139	148	121	118	148	156	133	160	138	135	158	171	156
April	140	149	124	118	147	156	132	161	137	138	158	172	154
May	140	149	124	117	148	157	133	161	135	138	158	172	156
June	141	150	127	116	149	156	133	161	136	142	156	172	154
July	143	150	129	117	152	158	135	162	136	136	158	174	157
August*	[145]	..	..	..	..	[162]	..	..	..	..	..	..	..
September*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
October	147	157	133	122	155	161	138	166	139	141	164	177	160
November	152	162	141	125	157	161	136	166	137	144	165	177	161
December	157	168	147	127	162	163	142	167	138	147	168	177	160
1973 January	159	172	151	129	162	165	149	168	143	147	170	178	163
February	164	180	156	135	162	165	148	169	144	151	171	177	165

* Affected by the dock strike. See Note (a).

The unit value index for imports of basic materials rose by almost 10 per cent between the fourth quarter of 1972 and the latest two months. The largest increases continued to be in the unit values of hides and skins and of textile fibres (mainly due to wool) but substantial increases were also shown by a number of other commodities. The unit value index for imported food, drink and tobacco was 9 per cent higher in January and February than in the fourth quarter. Unit values for animals, meat, cereals and animal foodstuffs rose particularly sharply. The unit value index for imported fuels, which was falling in the first half of last year, is now rising again and in January and February combined was 6 per cent higher than in the final quarter of 1972.

Trends in United Kingdom trade will be discussed in the article on the value of trade in March to be published in *Trade and Industry* of April 26, 1973.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Notes

(a) There is evidence that, as well as affecting the level of trade, the dock strike distorted the commodity composition of trade in the third quarter of 1972, particularly in August. This distortion means that the unit value and volume index numbers cannot be used as guides to the trend in the prices and volume of exports and imports in the quarter. This is because the unit value and volume index numbers are calculated using the price per unit of quantity and the quantity (usually weight) of goods exported or imported, which are recorded under the detailed commodity headings in the *Overseas Trade Statistics*. If the commodity composition of trade under these headings remains broadly constant, then the index numbers are fair indicators of changes in the price and volume of imports and exports; if the commodity composition changes, then movements in the index numbers will reflect this change as well as changes in volume or price. The indices for 1972 as a whole are thought to be not substantially affected by the strike.

(b) The statistics in Table 1 are on a balance of payments basis; those in Tables 2-4 are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(c) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	162	104	101	216	241	164	159	165	215	142	137	154	205
1972	177	104	102	214	285	166	167	167	228	151	134	150	219
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	238	274	160	156	161	215	144	129	148	204
2nd quarter	179	106	104	217	285	174	171	176	246	157	143	158	222
3rd quarter *	[162]	..	..	..	..	[138]	..	..	..	..	..	..	..
4th quarter	192	110	112	215	318	191	206	189	253	175	156	171	240
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172
February	173	106	104	216	269	163	151	166	219	148	134	148	221
March	193	113	96	282	305	160	149	163	216	142	129	146	219
April	169	96	99	217	269	156	160	157	228	140	126	142	192
May	181	110	106	213	289	180	166	183	257	161	139	166	241
June	186	112	106	220	295	185	188	186	253	171	164	167	232
July	153	86	91	190	245	160	143	163	218	139	131	149	209
August *	[137]	..	..	..	..	[98]	..	..	..	..	..	..	..
September *	[196]	..	..	..	..	[157]	..	..	..	..	..	..	..
October	203	125	120	211	330	198	215	197	260	183	177	172	259
November	203	112	118	230	341	202	218	200	272	190	169	185	231
December	171	94	98	204	282	172	185	170	227	152	124	154	229
1973 January	216	132	122	246	348	189	183	192	260	170	154	173	250
February	177	90	101	203	304	174	161	177	235	157	136	158	245

* Affected by the dock strike. See Note (a).

(*continued on next page*)

UNIT VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	234	233	150	144	152	195	133	128	146	177
2nd quarter	162	162	107	100	220	236	235	169	164	170	220	144	138	159	212
3rd quarter	160	160	102	101	202	239	239	170	175	169	218	142	137	157	213
4th quarter	165	165	100	96	213	256	256	166	155	170	225	150	144	154	219
1972 1st quarter	172	172	103	101	223	271	271	162	164	163	223	147	132	147	207
2nd quarter	174	174	104	103	208	271	271	169	171	170	235	154	137	150	224
3rd quarter *	[169]	..	..	..	..	..	..	[149]	..	..	..	..	..	..	..
4th quarter	193	193	109	112	216	327	327	185	191	185	253	166	150	169	239
1972 January	163	163	100	99	202	259	259	164	177	160	223	149	132	152	177
February	174	174	107	107	208	272	272	166	159	170	229	151	136	151	229
March	179	179	102	96	258	281	281	158	156	158	218	142	128	139	214
April	173	173	99	104	216	271	271	165	170	163	230	145	127	150	202
May	172	172	108	103	196	266	266	164	164	169	236	149	125	146	247
June	176	176	105	100	212	276	276	177	179	177	240	167	158	155	226
July	157	157	90	92	207	246	246	164	149	167	223	147	132	149	219
August *	[146]	..	..	..	..	..	..	[107]	..	..	..	..	..	..	..
September *	[205]	..	..	..	..	..	..	[175]	..	..	..	..	..	..	..
October	199	199	121	118	212	323	323	191	200	191	251	170	169	175	252
November	196	196	104	117	222	331	331	185	195	185	264	173	152	177	211
December	185	185	101	101	213	326	326	180	179	180	243	154	128	157	254
1973 January	193	193	115	106	212	326	326	187	186	188	259	170	155	168	241
February	190	190	98	110	212	327	327	186	183	189	254	169	146	168	256

* Affected by the dock strike. See Note (a).

Business Monitor

THE following titles and issues of Business Monitor are now available.

Production series

Monthly at £1 a year post free:
Imported timber for February
Wood chipboard for February.

Quarterly at 37½p a year post free:
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Insulated wires and cables for third quarter
Miscellaneous non-electrical machinery for third quarter
Biscuits for fourth quarter
Formulated pesticides, etc. for fourth quarter
Motor cycles and pedal cycles for third quarter
Carpets for fourth quarter
Soap and detergents for fourth quarter.

Census series

1970 Census of Production reports (price including postage shown in brackets)

C 9 Biscuits (30½p)
C 14 Fruit and vegetable products (30½p)
C 43 Photographic chemical materials (25½p)
C 58 Mining machinery (30½p)
C 59 Printing, bookbinding and paper goods making machinery (30½p)
C 72 Insulated wires and cables (30½p)
C 76 Electronic computers (30½p)
C 78 Electric appliances primarily for domestic use (30½p)
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C118 Women's and girls' tailored outerwear (30½p)
C135 Wooden containers and baskets (30½p)

Service and distributive series

Monthly at 60p each a year post free:
Catering trades for February.

Miscellaneous series

Monthly at £5.25 a year post free:
Motor vehicle registrations for February.

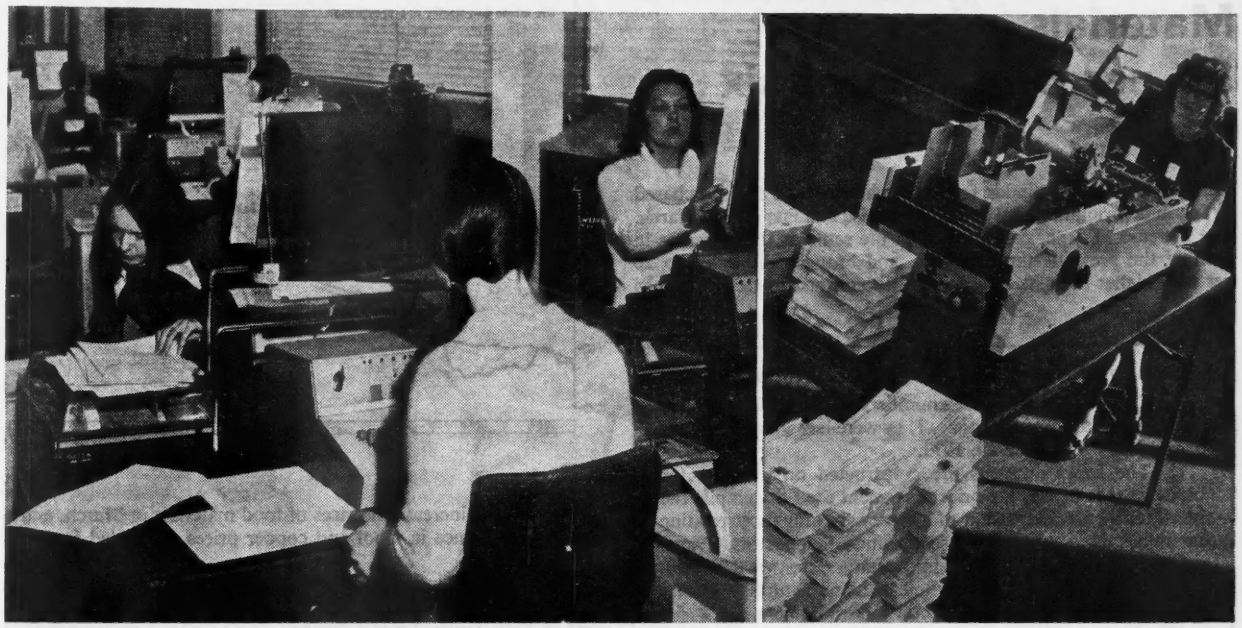
Annual at 37½p a year post free:
Overseas transactions for 1971.

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The 1970 Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (Tel: 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

New Business Statistics Office officially opened



Punched paper tape operators at the Business Statistics Office processing information for the computer. The picture on the right shows the use of a handling machine in the despatch section.

Mr. Peter Walker, Secretary of State for Trade and Industry, formally opened the Government's new Business Statistics Office at Newport, Monmouthshire, on April 13.

The Office is the main Government agency for collecting statistics from commerce and industry. It is administered by the DTI, but its policy is decided by an inter-Departmental Committee chaired by the Director of the Central Statistical Office.

The BSO was created in 1969 from the former Board of Trade Census Office as part of a programme to re-organise Government Statistics along more centralised and integrated lines. It was decided to move the office from Eastcote, Middlesex, to Newport, and work on the new building started early in 1970. It was fully operational by the end of last year.

Of the 1,000 staff currently employed at the office—it has room for 1,200—about 100 with previous experience of statistical work transferred from Eastcote; 250 from other DTI offices and Government departments and 650, mainly clerical staff, were recruited locally.

The office is arranged in four main blocks containing, respectively, the ICL 1906A computer, associated computer services, administrative offices, and recreational and staff restaurant facilities. The recreation block is divorced from the working areas of the building so that the confidentiality of information stored in the office is properly safeguarded.

For the future, the process of centralising the collection of business statistics will continue, and Britain's membership of the EEC will bring further developments in which the BSO will play a major role.

There is room on the present site for more office space if these new tasks make additional accommodation necessary.

Computer room at the new Business Statistics Office at Newport. An operator is handling disc drives for the ICL 1906A computer.

Materials prices rose 20 per cent in past six months

THE provisional price index for basic materials and fuel purchased by manufacturing industry continued to rise at a fast rate in March. The increase of 3 per cent was much the same as the increases in each of the previous three months, and brought the index to 20 per cent higher than six months ago. In contrast to recent months there was little increase in prices of food materials in March, and a continued advance in wool and copper prices accounted for most of the increase.

The provisional price index for home sales of manufactured products rose a little over ½ per cent in March, compared with ½ per cent in both January and February. The smaller increase reflected a more moderate rise in prices of manufactured foods, which averaged ¾ per cent more than in February, after successive monthly increases of 1, 1½ and 2 per cent since November. The index for products other than food, drink and tobacco continued to rise at about ½ per cent a month, and in March was about 1 per cent higher than in November.

CHART I

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 29, 1973.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movement used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering), and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

1963 = 100

1968 SIC		1972				1973	1972						1973		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. p	Mar. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	135.0	136.1	139.4	148.4	164.5	134.7	139.6	141.2	144.8	147.5	152.9	158.7	164.9	169.9
	Basic materials	133.6	134.0	137.8	148.3	167.0	133.2	138.1	139.9	144.1	147.2	153.5	160.3	167.5	173.3
	†Fuel	143.7	149.2	149.2	149.2	149.2	144.0	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	137.1	139.3	143.4	152.0	166.3	138.1	143.2	146.0	150.0	151.8	154.3	160.3	165.6	173.0
	Basic materials other than fuel	135.6	137.0	142.0	152.7	170.3	136.7	141.9	145.2	150.3	152.4	155.5	162.9	169.4	178.5
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	133.1	132.4	134.1	143.0	161.1	130.7	135.0	134.5	136.9	141.0	151.1	155.6	163.5	164.1
Order V	Chemicals and allied industries§	134.6	136.3	138.7	142.1	146.9	134.7 r	138.9	139.7	140.7	142.1	143.4	145.2	146.7	148.8
311 to 312	Steel industries	141.0	144.6	146.0	148.1	149.1	141.5	145.9	146.5	147.3	148.3	148.6	148.8	148.9	149.6
Order VII (excluding MLH 342)	Mechanical engineering industries	148.3	152.2	153.6	155.3	158.5	148.9	153.6	154.0	154.5	155.5	155.9	157.0	158.1	160.3
Order IX	Electrical engineering industries	152.5	155.1	157.0	159.6	169.1	154.6	156.9	158.1	158.5	159.7	160.6	164.0	167.4	175.9
361	Electrical machinery industry	153.8	156.9	158.6	160.3	165.1	154.7	158.6	159.3	159.6	160.5	160.8	162.5	164.2	168.5
Order XIII	Textile industries	115.7	119.5	126.2	147.2	177.0	116.9	125.7	131.2	145.2	145.6	150.8	164.2	173.9	192.8
Order XV	Clothing and footwear industries	131.1	137.4	142.9	152.0	157.4	134.3	143.5	144.8	149.3	153.1	153.6	155.3	157.2	159.6
Order XVII	Timber industries	147.0	149.5	155.2	162.1	173.5	147.8	155.0	157.7	159.8	162.6	163.8	169.2	172.9	178.5
481 to 484	Paper industries	139.8	141.2	145.5	149.6	153.5	139.9	145.7	145.9	147.8	150.4	150.6	154.5	152.9	152.9
Order XX	Construction materials	146.5	149.3	153.1	157.9	162.0	147.2	153.4	154.4	156.0	158.6	159.2	160.7	161.9	163.5
Part of Order XX	House building materials	148.4	151.1	155.7	162.0	167.3	149.2	156.0	157.5	159.6	162.9	163.6	165.6	167.2	169.1

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.
§ Revised index numbers April 1972 = 136.0, May = 136.4, June = 136.6.

CHART 2

CHART 3

Materials and fuel purchased by broad sectors of industry (Table 1)

Index numbers for all sectors except the paper industries continued rising in March.

By comparison with the last quarter of 1972, index numbers for most sectors averaged substantially more in the first quarter of this year. Increases were as high as 20 per cent for the textile industries, mainly reflecting an upsurge of nearly 50 per cent in wool prices, and 13 per cent for the food manufacturing industries, owing to increases in a wide range of materials. Most of the increase of 7 per cent in the index for the timber industries was attributable

(continued on page 157)

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963=100

1968 SIC		1972				1973	1972						1973		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. p	Mar. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	143.8	145.5	148.1	151.1	153.1	144.2	148.2	149.2	150.2	151.2	151.8	152.5	153.2	153.7
	Home sales	141.6	143.4	146.0	149.1	151.0	142.0	146.1	147.0	148.2	149.3	149.7	150.3	151.1	151.6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	143.7	145.9	148.7	151.7	153.2	144.4	148.7	149.7	150.8	151.9	152.5	152.9	153.2	153.6
	Home sales	140.2	142.7	145.4	148.6	149.9	140.8	145.5	146.3	147.7	149.0	149.2	149.6	149.9	150.3
211 to 229	Output of Selected Broad Sectors of Industry Products of the Food manufacturing industries: Home sales	143.7	143.1	146.5	150.4	156.2	143.0	147.1	147.8	149.2	150.3	151.7	153.9	156.8	157.9
Order V	Chemicals and allied industries: Total sales	127.3	128.0	129.9	131.9	133.3	127.6	130.0	130.7	131.2	131.5	133.1	133.2	133.3	133.5
	Home sales	124.0	125.1	126.8	129.4	130.0	124.4	127.0	127.5	129.0	129.4	129.7	129.8	130.0	130.2
311 and 312	Steel industries: Total sales	143.0	148.1	148.0	149.8	150.9	144.0	148.1	148.2	148.6	150.2	150.5	150.9	150.9	150.9
	Home sales	143.9	150.4	150.7	151.0	151.1	144.0	150.7	150.7	150.7	151.1	151.1	151.1	151.1	151.1
Orders VII to XII	Engineering and allied industries: Total sales	148.3	150.7	153.4	155.7	156.4	149.0	153.5	154.2	154.9	155.8	156.3	156.3	156.3	156.6
	Home sales	143.4	145.9	148.3	151.0	151.9	143.9	148.4	149.0	150.1	151.4	151.5	151.8	151.9	152.1
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	149.5	152.0	154.4	157.0	157.7	149.9	154.5	155.2	156.2	157.3	157.6	157.7	157.7	157.8
Order IX	Electrical engineering: Home sales	138.3	139.9	141.3	142.6	143.0	138.9	141.1	142.0	142.5	142.6	142.6	142.9	142.9	143.3
Order XIII	Textile industries: Total sales	125.7	128.8	131.9	138.6	144.2	127.2	131.8	133.3	136.6	139.2	139.9	142.4	144.1	146.2
	Home sales	124.9	128.0	131.6	138.3	143.6	126.2	131.5	133.0	136.3	139.0	139.5	141.7	143.4	145.5
Order XV	Clothing and footwear: Home sales	126.5	128.3	130.6	133.9	135.3	127.1	130.4	131.6	133.0	134.0	134.5	134.9	135.3	135.8
Order XVII	Timber industries: Home sales	149.9	151.9	155.6	162.9	164.2	150.6	156.1	157.0	161.3	163.7	163.8	164.0	164.1	164.5
481 to 484	Paper industries: Home sales	143.8	146.5	149.6	152.3	153.7	144.5	149.5	150.9	151.9	152.5	152.5	153.0	153.8	154.4
Order XX	New construction‡	149	155	160	173 p		149		160			173 p			

‡ Index of building costs relate to average for the quarter.

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a). COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1972		1973		
		Mar.	Sept.	Jan.	Feb. p	Mar. p
101	Coal	163.0	168.1	172.0	172.0	172.0
102/1	Coated limestone roadstone	130.3	141.8	141.8	141.8	141.8
102/2	Slates	160.9	160.9	160.9	160.9	160.9
103	Sand and Gravel—ex-pit or works	141.7	144.6	144.6	144.6	144.6
109/3	Salt	117.8	120.8	122.4	122.4	122.4
211	Flour	130.1	143.3	151.0	151.0	151.0
216	Sugar refined	115.7	106.5	106.2	107.4	113.9
217	Chocolate and sugar confectionery	154.3	155.7	156.9	156.6	155.8
231	Beer	158.3	163.8	163.1	162.8	162.8
240	Tobacco	139.9	141.7	142.0	142.0	142.0
262	Motor spirit, Two star (including duty)	155.0	158.7	159.3	159.3	159.3
	Medium fuel oil (950 secs.)	141.1	148.1	148.7	148.7	148.7
	Derv fuel (including duty)	149.9	152.8	153.2	153.2	153.2
263	Lubricating oil and greases	132.4	138.7	138.7	138.7	138.7
271	General chemicals	116.8	118.6	119.9	120.1	120.3
272	Pharmaceutical chemicals	115.8	113.5	113.7	113.7	113.2
	Pharmaceutical preparations	104.7	108.9	109.8	109.8	109.8
273	Toilet preparations	150.6	156.4	160.4	160.4	160.4
274	Paint	131.3	137.7	138.6	138.6	138.6
275	Soap	148.1	156.7	157.4	157.4	159.1
	Soapless detergents	119.6	122.6	124.0	124.0	124.0
276/1	Synthetic resins and plastics materials	106.3	107.0	107.6	107.3	107.3
279/7	Photographic paper and film and photo chemical materials	133.0	138.3	137.8	137.8	137.8
311/2	Steel sheets—other than stainless and electrical sheets	135.4	142.7	142.7	142.7	142.7
	Tinplate	143.2	150.1	150.1	150.1	150.1
	Finished steel	144.3	150.2	150.7	150.7	150.7
	Heavy bars and sections	145.7	153.1	153.1	153.1	153.1
	Light re-rolled bars and sections	145.5	152.5	152.5	152.5	152.5
312	Steel tubes	158.4	168.7	169.6	169.6	169.6
313/3 and 313/4	Iron castings	152.7	157.7	161.2	161.2	161.3
313/4	Cast and spun iron pipes and fittings	141.3	150.5	163.7	163.7	164.4
321	Aluminium: Rolled	148.9	157.3	161.2	161.2	161.2
	Aluminium: Extruded and drawn	152.0	162.2	166.6	166.6	166.6
	Aluminium: Castings	169.9	168.3	173.0	176.3	177.7
	Aluminium: Forgings	140.0	147.0	147.0	147.0	147.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	198.8	203.9	230.9	245.1	276.8
331	Agricultural machinery	146.8	153.0	157.2	157.2	157.2
333	Pumps, valves, compressors etc.	175.3	184.9	189.1	189.1	189.1
336	Construction and earth moving equipment	150.8	156.1	160.6	160.6	160.6
337/2	Cranes	139.1	145.0	146.9	146.9	146.9
339/6	Portable power tools	132.3	137.3	141.5	141.5	141.5
353/1	Dental goods	149.9	156.7	158.1	158.3	159.0
365/1	Gramophone records and tape recordings	116.2	127.2	131.9	131.9	131.9
368	Domestic electrical appliances	123.3	125.3	123.7	123.7	123.7
391	Tools and implements	156.1	166.0	172.0	172.0	172.0
392	Cutlery and tableware	151.1	156.2	158.3	158.3	158.4
	Knives, scissors, etc.	157.0	160.9	162.7	162.7	162.7
	Spoons and forks	182.3	187.8	190.7	190.7	191.2
399/6	Domestic hollow-ware	187.9	192.4	193.5	193.5	193.5
399/7	Industrial hollow-ware	148.3	154.4	154.4	154.4	154.4
399/9	Domestic gas appliances	120.3	121.0	121.2	121.2	121.2
411	Man-made fibres	92.7	94.1	94.2	94.2	94.2
412, 414/5 and 415	All man-made fibres yarns	121.4	127.8	130.8	130.9	131.2
412/1	Cotton and cotton mixture yarns	166.7	169.3	175.1	..	..
413/1	Woven cotton cloth in the loomstate	159.1	167.3	169.9	170.7	..
413/5	Loomstate man-made fibres fabrics	122.1	127.6	132.8	132.9	..
413/6	Linen cloth	148.3	162.2	167.8	171.9	171.9
414/1	Wool tops†	90.4	123.1	191.8	218.4	218.4
414/2	Yarns of wool spun on the worsted system	112.5	134.4	168.5	176.9	183.5
416	Rope, twine and net	115.5	118.2	121.9	123.4	124.6
417	Hosiery and other knitted goods	103.4	106.4	110.1	110.9	111.3
419	Carpets and rugs	129.0	137.7	150.5	151.8	152.0
422/2	Canvas goods and sacks	142.1	154.1	148.7	148.7	148.7
429/1	Asbestos manufactures	132.3	133.8	136.0	136.0	136.0
431/1	Leather for footwear	171.1	207.5	230.1	234.2	..
432/1	Travel goods	140.0	145.9	152.5	152.5	152.5
441/9	Made-up clothing	126.4	129.9	132.3	132.3	132.3
441	Weatherproof outerwear	114.7	116.8	117.2	117.2	117.5
442	Men's and boys' tailored outerwear	131.6	135.1	135.7	135.7	135.7
443	Women's and young girls' tailored outerwear	124.5	129.1	130.1	130.1	130.1
445/1	Light outerwear	123.8	125.8	129.2	129.2	129.2
450	Footwear	128.4	135.4	141.2	142.3	143.2
461/1	Refractory goods, including bricks	140.8	146.8	147.4	147.4	147.4
461/2	Non-refractory goods including building bricks	141.8	156.6	161.0	161.0	161.0
	Engineering bricks—*delivered*	159.3	180.3	191.4	191.4	191.4
	Common building bricks (Fletton) *delivered*	156.4	169.4	174.3	174.3	174.3
	Common building bricks (Non-Fletton) *ex-works*	155.0	178.1	180.5	180.5	180.5
462/3	Domestic china and earthenware	166.1	175.6	175.6	175.6	175.6
463/1	Flat glass—including safety and silvered glass	134.8	144.3	144.1	144.1	144.1
	Glass products—other than Flat glass and containers	143.2	145.7	150.4	150.4	150.4
463/2	Glass containers	143.0	140.4	144.5	144.5	144.5
464	Cement, delivered	163.3	163.3	163.3	163.3	163.3
469/1	Abrasive papers and cloths	142.7	147.9	162.7	162.7	162.7
469/2	Precast concrete products	131.4	136.0	139.3	139.3	..
471/1	Home-grown hardwood, sawn	136.8	146.7	152.0	152.0	154.4
471/2	Building joinery	164.7	173.7	193.8	194.0	194.0
472	Domestic furniture	145.6	152.6	155.4	155.5	155.6
473	Bedding, etc.	154.3	159.0	159.0	159.0	159.0
481	Paper and board	140.2	144.1	144.8	146.7	147.6
482/1	Cardboard boxes, cartons and fibreboard packing cases	153.0	159.9	161.8	162.1	162.1
482/2	Packaging products and paper etc.	141.8	152.8	154.7	155.2	155.8
	Paper bags	144.3	154.7	158.4	158.4	158.4
483	Manufactured stationery	150.4	160.2	161.0	161.2	161.3
484/1	Wallpaper	165.7	173.7	184.8	184.8	184.8
491/1	Rubber tyres and tubes	137.1	140.8	143.6	143.6	143.6
491/2	Rubber goods—other than tyres and tubes	142.5	146.7	151.5	151.5	151.6
492	Linoleum and felt base	153.0	157.2	159.4	159.4	159.4
493	Brushes and brooms	141.6	145.0	145.3	146.1	146.4
494/1	Toys and games	154.2	157.0	157.7	157.7	157.7
494/1	Perambulators, folders and pushchairs	145.0	147.9	150.4	150.4	150.4
494/3	Sports equipment	127.2	132.1	133.6	133.6	..
495/1	Pens and pencils	132.3	137.2	137.1	137.1	137.4
495/2	Stationers' goods—other than pens and pencils	137.6	141.7	141.7	141.7	141.7
496/2	Plastics products—other than components and accessories	106.7	107.4	109.9	109.8	109.8

† Revised Index number, October 1972 = 160.3.

TABLE 3(b). COMMODITIES WHOLLY OR MAINLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1972		1973		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	205.6	286.2	336.4 r	337.9	294.5
Imported	188.0	254.8	297.3 r	292.8	268.8
Native	229.7	328.9	389.7	399.5	329.5
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	123.5	129.1	129.1	129.1
Copper†	192.0	188.2	205.4	221.4	264.8
Lead†	196.0	198.4	215.7	223.8	241.5
Nickel refined delivered§	178.0	216.7	222.8	227.0	220.0
Tin, ingot min. 99.75%†	164.3	173.9	179.8	185.0	194.2
Zinc†	200.6	198.3	216.8	229.6	253.2
Oils, resins and gums:					
Palm, oil, crude ex-refinery in bulk	106.5	122.1	119.8	130.9	148.6
Whale oil, crude	125.9	125.9	125.9	125.9	125.9
Natural rubber	67.1	73.4	103.8	111.3	120.3 p
Sulphur, crude, cif (for acid making)	105.0	111.1	125.1	125.1	125.1

	1972		1973		
	Mar.	Sept.	Jan.	Feb.	Mar.
Textiles:					
Cotton, raw	128.7	114.1	142.9	141.1	146.4
Jute, raw, BWC grades, cif Dundee	177.5	161.4	164.7	167.5	170.0
Jute, raw, BWB grade, cif Dundee	163.7	148.2	151.7	152.7	153.1
Silk, raw, delivered mill	157.5	190.9	210.5	222.5	268.8 p
Sisal, East Africa	56.7	70.8	91.4	116.6	120.1
Wool, raw	85.6	128.9	209.0	238.1	284.6 p
Crossbred, medium and coarse, cif UK	87.9	139.8	184.7	181.4	202.7 p
Crossbred, fine, cif UK	86.9	135.8	238.0	271.6	322.0 p
Merino, cif UK	85.8	131.4	237.7	287.9	366.1 p
Timber:					
Imported hardwood (ex-yard or wharf)	158.5	173.7	194.8	210.0 p	216.0 p
Imported plywood (delivered to consumers)	158.2	173.1	188.9	193.0 p	196.1 p
Imported softwood (delivered to consumers)	147.8	161.0	179.3	184.8	189.0 p
Woodpulp, imported	141.1	150.4	163.7	159.7	159.5

† LME settlement price. § Producers' price.

to increases of about 12 per cent in imported hardwood and softwood prices, while the recent advance in copper prices and those of associated products such as brass and copper wire were reflected in an increase of 6 per cent in the index for electrical engineering. In most other sectors increases between the last quarter of last year and the first quarter of this year were in the 2½ to 3½ per cent range, with somewhat smaller increases in the index numbers for the steel and mechanical engineering sectors of ¾ per cent and 2 per cent respectively.

Output of broad sectors of industry: home sales (Table 2)

Index numbers for the food manufacturing, textiles, clothing and footwear, and paper industries continued to rise more quickly than those for other sectors in March. By comparison with the last quarter of 1972, index numbers for the food manufacturing and textile industries averaged 4 per cent more in the first quarter, while those for clothing and footwear and the paper industries were 1 per cent higher. The index for the timber industries was ¾ per cent higher, and increases in other sectors were up to ½ per cent. In all sectors except food, increases were less and in most cases substantially less than those which took place between the third and fourth quarters of last year.

Revised series of wholesale price index numbers

As announced in *Trade and Industry* of February 24, 1972, the present series of wholesale price index numbers which are on the base 1963 is to be replaced by a new series based on 1968 with 1970 as 100. The month in which the new series is first published will be either May or June; monthly figures back to 1968 will be available on the new basis.

1963 = 100 Series

As wholesale price index numbers may be used in long-term contracts to take account of changes in cost of materials the Department of Trade and Industry will continue to publish the indices which appear in Table 1 with 1963 as 100 at least until December 1975, and requests for the continued publication on this basis of other index numbers will be considered. These indices will show the same month-to-month percentage movement as the corresponding indices in the new series from the month in which the latter is introduced.

1970 = 100 Series

The new series of index numbers is being rebased on the 1968 pattern of sales and purchases but with the reference year of 1970 taken as 100. The index numbers will measure changes in the price of the 1968 quantities sold or purchased, and will express the price of these quantities as a percentage of their average price in 1970. The adoption of the 1968 pattern of sales and purchases is owing to the fact that the 1968 Census of Production is the most up-to-date source for most of the detailed information required; the selection of 1970 rather than 1968 as the reference year is in accordance with international recommendations.

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Activity in the industry

This article is one of a quarterly series presenting the latest information available on activity in the chemicals industry. More detailed information at product level, is published in the Business Monitor series in respect of the majority of the sectors of the industry.

Production (Table 1)

PROVISIONAL estimates for the fourth quarter of 1972 indicate that the output of the chemicals industry rose by 2.5 per cent above the level of the third quarter. This substantial rate of growth was in line with that achieved by the manufacturing sector as a whole.

The greatest rise in output in the chemicals industry was recorded by the synthetic rubber sector where there was considerable stock building towards the end of the quarter. Substantial increases also occurred in the organics, other general chemicals, pesticides, and photographic chemical materials sectors. There was little change in the output of pharmaceuticals, paint, and dyestuffs, where there had been substantial increases in the third quarter. The output of fertilizers continued to fall from the high second quarter level which had been induced by subsidy changes.

In the year as a whole, the output of chemicals rose by 6 per cent while all manufacturing output rose by 2.8 per cent. Thus in 1972

TABLE 1. OUTPUT

Index numbers 1963 = 100

	1968 MLH	Weights	1965	1966	1967	1968	1969	1970	1971	1972	1971 (Seasonally adjusted) 3rd qtr.	1971 (Seasonally adjusted) 4th qtr.	1972 (Seasonally adjusted) 1st qtr.	1972 (Seasonally adjusted) 2nd qtr.	1972 (Seasonally adjusted) 3rd qtr.	1972 (Seasonally adjusted) 4th(a) qtr.	% Growth rates 1963/72	% Growth rates 1971/72
Inorganic chemicals	271/1	11.2	118	119	124	130	133	138	137	139	140	132	127	147	142	140	3.8	1.4
Organic chemicals	271/2	13.7	118	122	127	143	160	168	167	193	156	179	186	192	193	200	7.6	15.2
Coal tar products		1.9	94	90	84	76	67	61	50	46	49	47	46	48	47	42	−8.0	−8.6
Monomers		4.5	135	147	157	188	225	230	253	309	229	289	308	309	303	313	13.3	22.1
Other organic chemicals		7.3	113	115	119	132	143	157	145	161	139	145	147	158	164	171	5.4	10.7
Other chemicals	271/3	11.2	112	117	124	136	140	143	149	154	145	149	146	162	148	155	4.9	3.2
Pharmaceuticals chemicals and preparations	272	13.0	126	145	156	167	189	208	219	230	226	236	208	231	240	239	9.7	4.9
Toilet preparations	273	3.9	110	117	122	121	119	123	131	138	122	131	134	143	134	130	3.6	5.7
Paint	274	7.3	107	108	112	118	120	127	125	132	124	133	128	124	134	134	3.1	5.3
Soap and detergents	275	4.0	101	103	104	108	114	113	114	119	117	123	117	117	119	122	2.0	5.2
Synthetic resins and plastics materials	276/1	10.7	123	135	147	169	185	198	200	..	195	202	203	215	234	..	8.9	7.4
Synthetic rubber	276/2	1.0	137	152	160	186	214	240	217	241	216	251	228	252	192	288	10.3	11.1
Dyestuffs and pigments	277	6.0	137	137	137	152	161	177	172	191	162	181	181	185	198	199	7.4	11.3
Fertilisers	278	4.0	100	98	106	107	100	109	113	111	126	104	89	135	115	99	1.1	−2.0
Other chemical industries	279	14.0	113	118	129	129	132	137	138	141	134	152	138	143	135	150	3.9	2.0
Of which: Formulated pesticides, etc.	279/4	1.6	121	139	146	166	186	194	200	184	183	219	172	180	177	219	7.0	−8.1
Photographic chemical materials	279/7	2.6	120	129	138	150	163	179	186	235	194	259	247	232	201	258	10.0	16.0
Total	Order V	100.0	117.1	123.4	130.4	140.0	148.7	157.5	160.1	169.3	157.9	165.5	160.7	172.8	169.9	173.8	6.0	6.0
Total all manufacturing industry			112.4	114.2	114.2	121.4	125.6	127.2	126.7	130.3	127.1	126.4	125.0	129.2	131.9	135.0	3.0	3.0

(a) Part estimated. .. Not available.

TABLE 2. IMPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilisers	Products of other chemical industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18.5	54.7	32.1	8.4	2.0	1.9	4.0	42.6	10.8	11.2	20.1	12.0	218.4
1964	26.0	71.0	38.0	8.9	2.7	2.2	3.3	53.5	11.7	14.9	18.8	14.2	265.1
1965	29.4	86.0	43.4	13.4	2.8	2.4	3.6	53.6	10.0	15.3	19.6	15.6	295.1
1966	33.1	85.4	43.2	16.4	3.2	2.7	5.0	58.4	11.1	15.7	17.9	17.1	309.2
1967	38.0	95.4	44.2	17.5	3.3	3.4	5.7	64.2	13.0	17.9	26.3	19.0	347.9
1968	46.8	118.1	59.1	21.8	4.4	4.5	7.5	81.3	14.6	24.8	29.2	22.8	434.9
1969	56.9	136.4	66.6	29.1	4.6	4.8	6.7	91.4	16.8	25.0	24.2	24.1	486.6
1970	70.5	160.7	71.7	38.4	5.1	5.5	5.8	109.0	18.8	26.7	23.1	30.6	565.9
1971	68.3	147.3	82.5	42.2	6.2	5.9	9.4	116.5	20.5	35.7	25.9	34.9	595.2
1972	74.6	160.6	102.7	49.1	9.0	5.5	12.6	140.1	20.7	39.2	32.9	39.9	686.9
1969 1st quarter	13.0	30.7	17.7	6.3	0.8	1.0	1.6	20.3	3.9	6.5	8.0	6.0	115.8
2nd quarter	15.2	34.6	16.8	7.1	1.2	1.3	1.7	24.9	4.6	6.8	5.7	6.3	126.2
3rd quarter	14.3	35.0	15.4	7.7	1.4	1.3	1.7	23.4	4.1	5.7	6.1	6.3	122.4
4th quarter	14.4	36.0	16.7	8.0	1.1	1.3	1.6	22.8	4.2	6.0	4.4	5.6	122.1
1970 1st quarter	17.3	37.6	16.9	9.6	0.9	1.3	1.3	25.1	4.5	5.7	7.3	8.1	135.5
2nd quarter	17.3	40.5	19.4	8.8	1.4	1.5	1.6	28.1	5.2	6.7	4.4	7.7	142.8
3rd quarter	16.7	40.4	17.0	9.1	1.6	1.6	1.4	27.3	4.0	7.5	4.9	7.7	139.2
4th quarter	19.2	42.2	18.5	10.9	1.2	1.1	1.5	28.4	5.0	6.8	6.5	7.2	148.4
1971 1st quarter	18.0	40.2	20.2	10.3	1.3	1.3	1.9	28.3	4.6	9.2	8.9	9.9	153.9
2nd quarter	18.6	36.4	21.8	10.8	1.8	1.4	2.6	29.7	5.3	9.5	5.1	9.0	152.1
3rd quarter	13.9	35.3	21.7	9.9	1.8	1.6	2.5	30.7	5.6	8.3	6.0	8.2	145.4
4th quarter	17.8	35.4	18.9	11.2	1.3	1.6	2.4	27.8	5.0	8.7	6.0	7.7	143.9
1972 1st quarter	18.3	38.8	28.3	11.2	1.7	1.3	4.2	33.9	4.9	9.8	9.8	10.4	172.6
2nd quarter	19.4	37.3	28.1	11.2	2.0	1.4	2.8	34.8	5.3	9.8	10.5	10.4	172.7
3rd quarter	16.5	37.2	22.4	12.5	2.3	1.2	2.6	33.8	4.8	9.5	4.8	9.1	156.8
4th quarter	20.3	47.2	23.9	14.2	3.0	1.5	3.3	37.7	5.7	10.1	7.8	10.1	184.8

the chemicals industry recovered from the low growth rate in 1971 to approach the average performance since 1963.

Imports and exports (Tables 2 and 3)

Exports of chemicals, which had been severely affected by the dock strike in the third quarter, recovered in the last quarter of the year. This was accompanied however by a sharp rise in imports which appears to have been associated with the upturn in industrial activity generally during the last quarter of the year. In 1972 as a whole the value of exports was 50 per cent greater than that of imports, but because imports rose faster than exports the favourable trade balance (Exports fob less imports cif) declined slightly from £362 million in 1971 to £342 million in 1972.

Home market prices (Table 4)

Provisional figures for the fourth quarter show a rise of about 2 per cent in the home market prices for chemicals. This brought the average for 1972 to a level 5 per cent above that in 1971 when the comparable figure was 8 per cent. The movements in the price of chemicals in 1972 were similar to those for manufacturing output.

Prices of materials and fuels purchased (Table 5)

Provisional results show that the prices of materials and fuel purchased by the chemicals industry were on average 2½ per cent above those for the third quarter. The rate of increase in these prices slowed significantly in 1972, so that the annual average was 2½ per cent above that of 1971. The comparable figures for 1970 and 1971 were 6 per cent and 8½ per cent respectively. In contrast, the prices of materials and fuels purchased by manufacturing industry rose by 5.4 per cent between 1971 and 1972.

Capital Expenditure (Table 7)

Capital expenditure remained low at £80 million in the fourth quarter of 1972. The seasonally adjusted series at 1963 prices shows the fourth quarter figure is the lowest since mid-1968.

The volume of investment (at 1963 prices) in 1972 was 22 per cent below that of 1971 and was little above the level recorded in 1967 and 1968.

(continued on next page)

TABLE 3. EXPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilisers	Products of other chemical industries	Of which: Pesticides	Photographic materials	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34.7	58.3	57.0	50.9	10.7	14.0	15.2	61.0	7.2	30.3	4.9	47.2	10.5	13.4	391.4
1964	38.6	65.2	63.7	56.4	11.3	14.3	15.3	71.2	7.8	35.6	5.9	51.8	12.1	14.7	437.1
1965	42.6	64.6	70.9	63.6	12.0	14.0	15.3	79.8	9.2	35.6	8.1	54.3	11.9	16.4	470.0
1966	41.9	69.7	74.3	70.4	13.0	14.1	14.9	86.0	10.7	36.8	7.8	60.3	15.0	17.2	499.7
1967	41.4	75.4	77.5	75.2	14.0	13.4	16.2	91.5	10.0	37.5	8.4	63.6	17.0	19.1	524.0
1968	50.1	99.3	93.9	92.6	17.3	16.3	18.6	107.0	14.1	45.1	7.5	82.9	21.0	27.3	644.7
1969	51.3	109.8	109.5	112.9	20.4	17.6	22.5	124.1	17.5	50.1	5.4	99.0	26.2	33.5	740.1
1970	61.5	135.7	127.0	134.1	22.4	19.5	23.5	139.1	19.8	53.6	4.8	105.0	26.5	39.8	846.2
1971	62.7	154.4	148.9	161.1	23.9	21.6	23.8	154.9	22.2	58.7	3.6	121.0	32.7	45.3	956.8
1972	58.0	160.5	155.3	172.9	28.2	19.7	28.8	171.4	25.7	79.2	7.0	122.7	33.5	53.5	1,029.2
1969 1st quarter	11.5	24.3	23.8	25.3	4.3	4.0	4.9	27.8	4.2	11.1	1.9	22.4	6.4	6.6	165.5
2nd quarter	13.8	26.8	28.5	28.6	5.0	4.4	5.1	32.3	4.3	12.7	1.0	26.3	7.3	9.0	188.8
3rd quarter	13.2	28.7	29.0	29.0	5.1	4.4	6.2	30.2	4.0	12.4	0.8	24.8	6.1	8.9	187.8
4th quarter	12.8	30.0	28.3	29.9	5.9	4.9	6.3	33.8	5.0	13.9	1.6	25.5	6.4	9.0	197.9
1970 1st quarter	13.7	31.8	29.1	31.0	5.0	4.3	5.6	33.2	4.4	12.5	1.7	25.0	6.0	8.1	197.2
2nd quarter	18.3	33.0	31.6	32.7	6.0	5.1	6.0	37.8	5.9	14.3	1.4	29.4	8.3	11.1	221.4
3rd quarter	13.8	32.6	30.5	31.3	5.3	4.4	5.6	31.2	4.6	12.7	0.6	24.0	5.1	10.3	196.7
4th quarter	15.9	38.3	35.8	39.0	6.2	5.6	6.3	37.0	4.9	14.1	1.1	26.5	5.0	10.3	230.8
1971 1st quarter	14.8	35.3	30.5	34.3	5.1	4.9	5.6	34.2	5.3	13.2	1.4	26.8	8.1	9.5	211.6
2nd quarter	16.7	41.2	37.6	44.6	5.9	5.6	6.2	39.8	5.0	14.7	0.8	33.3	9.8	12.3	251.2
3rd quarter	15.3	38.1	42.4	40.4	6.0	5.2	6.0	38.2	5.5	14.8	0.4	28.7	7.1	11.8	241.0
4th quarter	15.8	39.9	38.3	41.9	6.9	5.8	6.0	42.7	6.4	16.0	1.0	32.2	7.7	11.8	253.1
1972 1st quarter	12.6	36.0	37.5	41.7	6.4	4.7	6.9	41.2	6.8	17.6	1.8	28.5	9.0	11.1	241.9
2nd quarter	16.7	43.7	42.3	43.7	7.3	5.7	7.9	45.7	6.6	22.0	1.4	37.1	11.8	15.0	280.1
3rd quarter	11.5	37.1	34.4	37.7	5.9	3.9	6.0	34.1	5.1	16.7	1.4	24.2	4.9	12.4	218.1
4th quarter	17.1	43.6	41.2	49.9	8.5	5.4	8.0	50.3	7.2	22.9	2.4	32.8	7.8	15.0	289.3

TABLE 4. HOME MARKET PRICES

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1971	1972(p)	1970	1971				1972			
											4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.(p)
Inorganic chemicals	271/1	101.2	101.9	105.5	105.9	110.0	113.2	118.7	127.9	132.8	119.8	125.2	127.8	129.2	129.4	131.4	131.8	133.0	135.1
Organic chemicals	271/2	98.6	96.6	96.2	96.2	98.1	97.8	99.1	105.5	107.0	100.7	103.7	105.6	106.5	106.2	106.1	109.6	107.2	107.8
Other chemicals	271/3	98.6	99.8	99.6	100.9	102.0	103.8	107.3	114.0	116.1	109.9	113.6	114.2	114.2	114.1	114.2	115.8	116.6	117.8
Pharmaceutical chemicals	272	98.7	96.5	92.9	92.2	93.8	94.7	104.7	117.0	113.8	108.2	112.5	118.0	118.8	118.7	114.8	113.2	113.2	113.8
Pharmaceutical preparations	272	99.2	98.1	95.8	94.8	95.5	94.8	96.7	101.1	107.1	97.7	98.3	100.4	102.5	103.0	104.3	105.8	108.6	109.7
Toilet preparations	273	103.5	109.3	113.3	114.5	121.2	123.4	131.1	141.9	154.7	135.8	136.7	140.1	144.9	145.8	149.4	154.0	156.0	159.5
Paint	274	100.4	101.4	101.6	101.7	103.9	104.8	111.1	124.8	134.0	117.0	121.7	125.3	126.0	126.2	130.0	131.4	136.4	138.3
Soap	275	104.0	114.7	115.4	113.7	116.1	121.3	131.6	142.4	152.9	135.2	139.1	140.1	144.1	146.3	147.8	151.7	154.5	157.5
Synthetic detergents	275	100.9	103.4	103.4	100.9	102.2	105.6	110.9	117.0	121.7	113.0	113.6	117.2	118.2	118.9	119.6	121.0	122.2	123.8
Synthetic resins and plastic materials	276/1	98.0	96.1	95.3	93.4	95.7	96.5	99.6	103.8	106.8	101.0	102.8	103.8	103.8	104.8	106.0	106.6	106.8	107.8
Dyestuffs and pigments	277	101.4	109.9	112.2	112.5	114.0	118.8	127.8	143.0	148.1	132.3	137.9	141.5	146.3	146.1	146.5	147.2	148.6	150.1
Formulated pesticides	279/4	98.0	99.3	102.5	102.8	106.3	105.3	107.2	111.1	117.5	108.8	109.8	110.4	110.5	113.6	114.5	116.8	116.8	120.8
Photographic chemical materials	279/7	101.6	102.5	102.6	104.5	117.6	118.3	121.9	129.0	135.5	124.8	126.2	127.8	130.3	131.5	132.5	134.1	137.6	137.7
Total	Order V*	100.1	101.0	101.7	102.1	105.4	106.4	111.2	120.2	126.3	113.7	117.4	120.1	121.5	122.2	124.0	125.1	126.8	129.3
Total all manufacturing industry		102.9	106.8	109.6	110.9	115.3	119.8	127.7	137.7	145.0	131.4	134.4	137.2	139.2	140.0	141.6	143.4	146.0	149.0

* This price index refers only to sales outside the chemicals industry, including sectors not shown above.
p = provisional.

ACTIVITY IN THE CHEMICALS INDUSTRY
continued

TABLE 5. PRICES OF MATERIALS AND FUEL PURCHASED BY THE CHEMICALS AND ALLIED INDUSTRIES (ORDER V) AND BY MANUFACTURING INDUSTRY

1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1971	1972(p)	1970	1971				1972			
										4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Order V	103.8	107.6	108.7	108.4	115.1	116.7	123.7	134.2	137.7	127.8	131.4	134.2	136.0	135.2	134.5	136.0	138.4	141.8
Manufacturing industry	104.1	105.4	108.0	107.5	117.3	121.4	126.2	132.6	139.7	127.3	129.7	133.1	134.1	133.6	135.0	136.1	139.4	148.4

TABLE 6. EMPLOYMENT (GREAT BRITAIN)†

Thousands

	1968	1971			1972			
	MLH	June	Sept.	Dec.	Mar.	June	Sept.	Dec.
General chemicals	271	140.5	139.0	136.3	133.7	132.4	131.2	129.3
Pharmaceutical chemicals and preparations	272	77.4	77.6	77.0	75.0	75.0	75.3	75.7
Toilet preparations	273	24.8	25.7	26.3	25.5	24.8	25.9	25.7
Paint	274	31.3	31.4	30.8	30.7	30.7	30.9	30.4
Soap and detergents	275	18.6	18.6	18.0	17.5	17.6	17.3	17.1
Synthetic resins and plastics materials and synthetic rubber	276	56.6	55.9	55.4	54.5	54.3	54.1	54 5
Dyestuffs and pigments	277	24.8	24.8	24.9	24.6	24.6	24.6	24.3
Fertilisers	278	12.5	12.5	12.6	12.7	12.6	12.6	12.8
Other chemical industries	279	79.5	79.1	78.1	76.2	76.0	76.5	76.4
Total		466.1	464 7	459.6	450.3	448.0	448.3	446.1
Total manufacturing		8431.6	8382.1	8272.4	8097.4	8061.5	8100.2	8095.8

† Employment in the chemicals industry in Northern Ireland is about 3,500: of which 1,000 is in General Chemicals: 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilisers. From July 1970 onwards, all figures have been revised to take account of information derived from the mid 1971 count of national insurance cards. Estimates from July 71 are subject to revision when the results of the 1971 census of employment are available.

TABLE 7. CAPITAL EXPENDITURE

	Current prices	£ million 1963 prices
1963	134	134
1964	168	165
1965	223	208
1966	258	228
1967	217	191
1968	225	190
1969	270	221
1970	381	280
1971	374 r	251 r
1972	312	196
	Actual	Seasonally adjusted
1968 3rd quarter	51	46
4th quarter	74	55
1969 1st quarter	55	49
2nd quarter	65	55
3rd quarter	68	60
4th quarter	81	57
1970 1st quarter	82	67
2nd quarter	90	69
3rd quarter	93	72
4th quarter	116	73
1971 1st quarter	86 r	64
2nd quarter	97 r	67 r
3rd quarter	89	63
4th quarter	102 r	58 r
1972 1st quarter	83	57 r
2nd quarter	78	51
3rd quarter	71	48
4th quarter	80	40

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, April 13, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 8—26th Year	BR/E 36761/15/4/78	11	April 10	Data Film Distributors Ltd.	National Coal Board
Anoop and the Elephant	BR/E 36767/15/4/78	55	April 10	Children's Film Foundation Ltd.	Anvil Film and Recording Group Ltd. (for Children's Film Foundation Ltd.)
The Sex Victims	BR/E 36768/15/4/78	40	April 10	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Gerard Manley Hopkins	BR/NQ 36769	30	April 12	Contemporary Films Ltd.	London Film School
Movietone News 2288	BR/E 36727/15/4/78	7	April 13	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2288A	BR/E 36728/15/4/78	8	April 13	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Sex Shop	EC 36765/15/4/78	94	April 10	Gala Film Distributors Ltd.	Renn Productions, Paris, Productions Artistes Associes, Paris, Regina Film, Munich and P.E.A. Di Grimaldi, Rome
Love Is Only A Word	EC 36766/15/4/78	105	April 10	New Realm Distributors Ltd.	Roxy Film, GmbH, Munich
			FOREIGN		
Everything You Always Wanted to Know About Sex* *But Were Afraid To Ask	F 36762	87	April 10	United Artists Corporation Ltd.	Jack Rollins-Charles H. Joffe & Brodsky Gould
Hot Box	F 36763	86	April 10	New Realm Distributors Ltd.	New World Pictures Inc.
Lost Horizon	F 36764	140	April 10	Columbia-Warner Distributors Ltd.	Ross Hunter Productions Inc.

Note:
In the list of amended registrations for the week ended Friday, April 6, 1973, the registration number of the film 'Code Name Kill' should read EC 35695/18/9/76.
In the second item under the heading 'Note' in the April 12 issue of *Trade and Industry* the title of the film being distributed by Cinema International Corporation (UK) was omitted. The film in question is Pete 'N' Tillie.

Amendments to the Register:
The playing time of the film 'Flash Gordon' (F 36284) registered on July 5, 1972, has been amended to provide alternative playing times as follows: (a) 205 minutes (b) 138 minutes
The registration number of the film 'The Daughter' registered on September 1, 1971 has been amended to EC 35664/4/9/76 and the name of maker correct to Novaris Film A/S.
The registration number of the film 'The Voyeur' registered on November 18, 1971, has been amended to EC 35800/20/11/76 and the name of maker corrected to Novaris Film A/S.
The registration number of the film 'How To Catch A Man' registered on January 3, 1973, has been amended to EC 36570/7/1/78.
The registration number of the film 'Tales of Mystery' registered on March 22, 1973, has been amended to EC 36702/25/3/78 and the name of makers corrected to Marceau-Cocinor, Paris and P.E.A., Rome.
The registration number of the film 'The Deadly Trap' registered on March 29, 1973, has been amended to EC 36717/1/4/78 and the name of the makers corrected to Les Films Corona, Paris, Les Films Pomereu, Paris and Oceania Film, Rome.
The title of the film 'Clay Pigeon' (F 36508) registered on December 6, 1972, has been amended to 'Trip to Kill'.

Index of industrial production for February

THE provisional estimate index of production for February 1973, prepared by the Central Statistical Office, is 135.1 (seasonally adjusted). For manufacturing industry alone the figure is 138.1.

For the three months December 1972 to February 1973, it is provisionally estimated that production as a whole was 1.6 per cent higher than the figures for the preceding three months, September to November 1972; for manufacturing industry alone there was an increase of 2.1 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco					Engineering and allied industries							
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.2	78.3	127.2	121.6	117.0	130.2	151.1	157.5	128.3	134.9	152.2	148.5	86.1	116.8	115.4
1971	124.9	79.8	126.7	123.0	118.1	132.4	157.8	160.1	127.1	132.7	156.3	155.1	83.7	113.6	107.4
1972	128.2	71.8	130.3	127.4	122.0	137.5	156.1	169.3	128.8	124.7	152.7	173.3	80.6	113.5	110.0
1971 1st qtr.	124.3	82.1	126.4	122.8	118.1	131.8	156.5	157.5	126.3	133.7	158.5	154.6	86.0	110.0	106.4
2nd qtr.	125.1	81.5	127.0	122.8	117.6	132.8	158.7	159.7	129.0	135.8	152.0	154.3	84.1	118.4	108.1
3rd qtr.	125.6	80.0	127.1	123.3	119.2	131.0	156.2	157.9	127.1	131.3	158.6	153.8	83.1	115.2	109.1
4th qtr.	124.6	75.6	126.4	123.1	117.5	133.8	160.9	165.5	125.8	130.0	156.0	157.8	81.6	110.9	106.1
1972 1st qtr.	121.7	44.5	125.0	126.6	120.7	137.9	146.4	160.7	125.4	124.5	145.5	173.6	80.6	105.3	103.2
2nd qtr.	128.8	79.9	129.2	126.3	121.4	135.5	152.9	172.8	127.2	123.4	145.4	169.2	81.2	113.5	108.8
3rd qtr.	130.1	79.9	131.9	127.3	123.1	135.3	162.1	169.9	129.2	123.3	160.6	171.3	80.3	115.3	113.3
4th qtr.	132.1	82.8	135.0	129.4	123.0	141.5	162.9	173.8	133.4	127.4	159.4	179.2	80.2	119.9	114.6
August	129.6	80	131.7	129	126	134	159	176	127	123	161	171	80	108	110
September	131.1	80	132.3	129	124	139	161	168	131	123	163	172	80	122	115
October	131.3	82	133.7	126	121	136	157	177	131	125	157	173	80	119	116
November	132.2	83	135.1	129	123	141	165	172	134	128	166	180	80	120	117
December	132.9	83	136.2	133	125	148	167	173	135	129	155	184	80	121	111
1973 January	133.1	82	135.2	130	124	143	171	177	134	130	165	185	80	113	116
February	135.1	81	138.1	130	125	141	161	173	141	139	159	196	80	119	123
Sep.-Nov. (av.)	131.5	82	133.7	128	123	139	161	172	132	125	162	175	80	120	116
Dec.-Feb. (av.)	133.7	82	136.5	131	125	144	166	174	137	133	160	188	80	117	117

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.7	115.7	143.8
1971	104.1	104.7	102.4	118.2	124.8	93.5	108.4	130.3	129.7	131.3	116.9	117.9	150.8	117.4	155.7
1972	101.2	99.9	105.3	120.9	127.7	92.9	117.3	140.3	139.6	141.5	131.4	126.2	150.3	117.0	172.4
1971 1st qtr.	110.2	111.3	106.0	117.8	125.3	89.6	106.6	131.5	131.0	132.4	119.5	114.3	149.7	116.8	149.4
2nd qtr.	104.4	105.1	101.9	117.7	124.6	90.3	107.5	132.6	131.1	135.5	115.5	117.6	153.2	117.8	153.9
3rd qtr.	103.6	104.2	101.8	118.6	124.9	91.8	109.7	130.7	131.7	128.9	113.4	121.4	151.3	118.3	159.4
4th qtr.	98.3	98.1	99.2	118.7	124.3	102.1	109.6	126.3	125.2	128.3	119.4	118.5	149.2	116.7	159.9
1972 1st qtr.	91.4	89.9	96.5	114.0	118.8	86.9	108.6	128.1	129.7	125.1	130.9	121.6	146.6	119.2	153.0
2nd qtr.	100.4	100.2	101.0	120.2	127.9	88.8	109.3	141.8	142.7	140.2	131.2	126.5	149.9	121.5	177.5
3rd qtr.	103.6	102.3	107.7	122.8	129.7	95.4	112.7	141.8	139.2	146.3	127.5	128.5	154.2	114.6	181.7
4th qtr.	109.4	107.3	116.2	126.8	134.6	101.1	114.7	149.5	146.9	154.3	136.0	128.3	150.6	112.6	177.4
August	97	95	102	123	130	95	113	146	148	142	117	132	155		180
September	111	110	116	124	133	95	108	142	137	150	129	125	155		190
October	108	107	111	126	132	101	115	147	145	150	134	127	155		180
November	110	109	114	126	132	101	117	150	150	150	136	128	148		178
December	110	107	123	130	140	101	113	152	146	163	137	130	148		175
1973 January	110	107	118	124	133	99	109	149	147	152	154	133	154		176
February	108	106	116	123	131	100	111	155	149	166	161	135	148		173
Sep.-Nov. (av.)	110	108	114	125	132	99	114	146	144	150	133	127	153		183
Dec.-Feb. (av.)	109	107	119	126	135	100	111	152	147	160	151	133	150		175

Orders and deliveries

IN the three months ended January 1973 net new orders (pairage seasonally adjusted) received by the footwear industry were estimated to be at the same level as in the three months ended October 1972. Deliveries were 5 per cent lower than in the previous three months but order books at the end of January were 14 per cent higher than at the end of October. Production in the three months fell by 5 per cent.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment are published in the Business Monitor Production Series under reference P17.

This table is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiries which they superseded. Linkage factors spanning the 4th quarter 1970 and the 1st quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters however, the amended back data for 1966-70 should be interpreted with caution.

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

INDEX OF PRODUCTION, ORDERS ON HAND, NET NEW ORDERS AND DELIVERIES OF COMPLETE FOOTWEAR

Monthly averages or monthly totals

	Index of production 1963 = 100	Orders on hand (end period)			Net new orders			Deliveries		
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million
1966	101	33.6			..			16.4		
1967	94	37.8			16.5			16.1		
1968	99	41.6			17.3			17.0		
1969	95	34.6			15.9			16.5		
1970	88	38.9			16.6			16.2		
1971	96	32.5		55.7	15.7			16.2		23.8
1972 p	92	30.8		62.4	15.4		25.3	15.6		24.7
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual
1971 1st quarter	91	40.5	40.2	56.0	17.1	16.7	..	16.6	16.7	23.8
2nd quarter	95	43.3	38.7	67.9	16.6	16.3	26.5	15.7	16.8	22.5
3rd quarter	101	31.8	40.1	49.0	12.8	17.0	18.3	16.6	16.5	24.6
4th quarter	96	32.5	39.1	55.7	16.1	14.3	26.6	15.8	15.2	24.4
1972 1st quarter	93	37.7	41.2	53.4	18.0	17.0	24.7	16.3	16.1	25.5
2nd quarter	85	35.7	34.0	65.1 r	13.7	13.0	25.8	14.4	15.4	21.9
3rd quarter p	98	26.6	38.3	49.5 r	13.2	17.6	20.7	16.2	16.1	25.9
4th quarter p	93	30.8	39.0	62.4	16.8	15.0	29.9	15.4	14.8	25.6
1971 April	93	42.6	38.9	63.6	18.4	15.7	30.3	16.3	17.0	22.7
May	98	49.2	43.2	73.7	22.2	21.6	32.3	15.6	17.3	22.2
June	95	43.3	38.7	67.9	9.3	11.6	16.8	15.2	16.2	22.6
July	101	40.6	43.5	62.7	12.5	20.9	17.8	15.2	16.1	23.0
August	105	36.5	42.5	56.7	11.0	15.4	16.2	15.1	16.4	22.2
September	97	31.8	40.1	49.0	14.8	14.6	20.8	19.5	17.0	28.5
October	104	30.5	38.7	49.4	16.9	14.4	28.4	18.2	15.7	28.0
November	92	32.4	37.8	57.2	18.5	14.1	32.6	16.6	15.1	24.8
December	93	32.5	39.1	55.7	12.8	14.5	18.9	12.7	14.7	20.4
1972 January	96	33.3	42.0	52.5	15.4	20.4	19.7	14.6	16.8	23.0
February	90	35.1	41.6	52.4	18.0	15.1	24.9	16.1	15.5	25.0
March	94	37.7	41.2	53.4	20.7	16.6	29.5	18.1	15.9	28.5
April	86	40.2	39.7	54.5	16.6	14.8	22.1	14.2	16.2	21.0
May	84	43.2	40.6	67.7	17.5	15.4	35.8	14.5	14.6	22.7
June	86	35.7	34.0	65.1	6.9	8.6	19.5	14.4	15.3	22.1
July	99	30.3	33.9	56.7	9.5	16.4	15.6	15.0	16.5	23.9
August	99	32.0	41.0	55.2	17.8	23.7	23.1	16.1	16.6	24.7
September	94	26.6	38.3	49.5	12.2	12.6	23.3	17.7	15.3	29.0
October p	95	26.5	38.1	52.2	18.2	14.7	32.5	18.2	15.0	29.8
November p	93	30.2	38.5	61.5	20.3	15.5	36.6	16.6	15.1	27.3
December p	91	30.8	39.0	62.4	11.9	14.9	20.6	11.4	14.4	19.7
1973 January p	89	32.5	43.4	61.6	16.0	19.4	25.0	14.2	15.0	25.7

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7 (by post £7.25)**

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HMSO BOOKS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

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civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
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trends in invisible transactions (Q)	Mar. 22 1973
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British commercial representation overseas	Apr. 12 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 29 1973
ECGD local offices	Apr. 5 1973
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	This week
Release dates of economic statistics	Mar. 29 1973

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
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GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Dockyard, Portsmouth.

'TID 99' Steel, built 1943. G.T. 54. N.T. not available. Length (BP) 65 ft. Breadth (mld) 17 ft. Depth (mld) 8 ft. Light Displacement 86 tons. Engine: Single Screw, oil fired, steam reciprocating compound, by Central Marine Engine Works, West Hartlepool. IHP 220.

Copies of form of purchase agreement, further particulars plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 Ext: 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "TID 99"' and must be received not later than noon on May 17, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

May 2, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-4366)

Miscellaneous stores including Clothing, canvas, mixed rags, kitchen utensils, furniture, MT spares, electrical, photographic and wireless spares, 12 vehicles and trailers, fork lift trucks, generators, air compressors, a quantity of coal, etc.

May 9/10, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602-54272)

A large quantity of Saloon cars; estates, limousines, plant, heavy duty trucks; light vans; cranes; tippers, refuellers; coaches; ambulances, breakdown and dropside trucks; fork lift trucks; motor cycles; large quantity of Landrovers; utility vans; pick up trucks; and a quantity of Austin Gypsies.

May 16/17, 1973 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester, Hants

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel: 03292-4211/4)

Miscellaneous stores including: Avometers; alternators; epidioscopes; charging sets; MT and electrical spares; batteries; binoculars, clocks and watches; photographic equipment; paints; tyres; tools; water pumps; 2 Commer vans; an Austin Gypsy; a Ford Zephyr, and a Morris mini bus, etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal orders only).

Sales by Tender

Asbestos Bearing Calcium Silicate Insulating Material.

Applications for tender should be made to Ministry of Defence Sales Supply 6aiii, Room 418, First Avenue House, London WC1V 6HE.

DEPARTMENT OF THE ENVIRONMENT

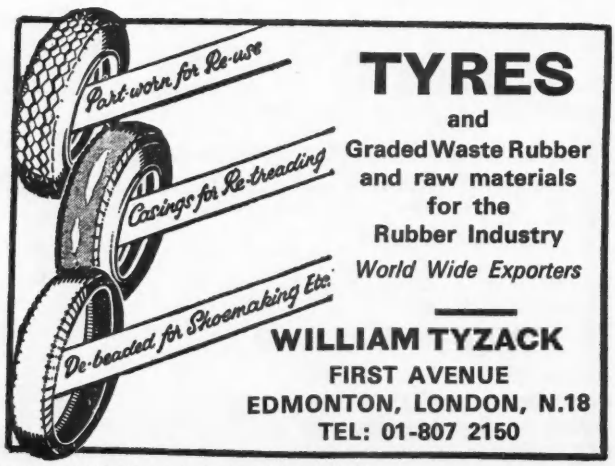
May 1, 1973

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2508)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Office and miscellaneous furniture; engineering, electrical, canteen, domestic and other equipment, etc.

Catalogue: direct from auctioneer, price 10p each.



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S.E.T. TIME LIMITS FOR REFUND

Selective Employment Tax ended on 1 April 1973.

As an employer, you may be eligible for a refund of S.E.T., if you are included in any of the categories listed below.

But you must be registered before you can claim refund.

Your application for registration must be in not later than 30 June 1973.

So, if you are an employer and you believe that you are eligible for an S.E.T. refund, and have not already registered, you should act right away.

This is where to apply for details of registration:

i. Employers in manufacturing, transport, fishing or extractive industries should apply to the nearest Employment Office of the Department of Employment.

ii. Employers in agriculture, horticulture or forestry in England and Wales should apply to the nearest Divisional Office, Ministry of Agriculture, Fisheries and Food; and in Scotland to the Department of Agriculture and Fisheries for Scotland, Edinburgh.

Once you are registered you may claim refund. But you still have another deadline to meet: **your claim for refund must be in not later than 30 September 1973.**

So, don't miss your chance of S.E.T. refund. First, make sure you're registered in time. Then put in your refund claim without delay.

For details of S.E.T. refund deadlines, get the leaflet SEPL. 17, 'Final Refunds of Selective Employment Tax', from any Employment Office of the Department of Employment.

Right of Appeal to an Industrial Tribunal.

There are now time limits on your right of appeal to an industrial tribunal.
Further information is in leaflet SEPL. 17.

SPECIAL NOTE FOR CHARITIES

England & Wales. Any charity wishing to claim refund of tax for the first time should apply not later than 30 June 1973 to the Charity Commission or the Department of Education and Science for

a) registration as a charity under the Charities Act 1960.

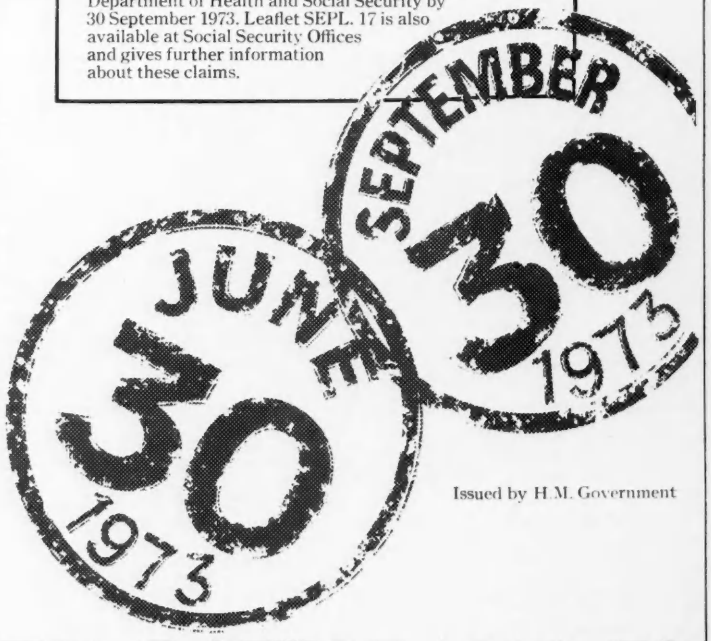
or b) a certificate of charitable status under the Selective Employment Payments Act 1966 if the charity is not required to register under the Charities Act.

Scotland. Any charity wishing to claim refund of tax for the first time should apply not later than 30 June 1973 to the Scottish Home and Health Department, Edinburgh for a certificate of charitable status within the meaning of the Income Tax Acts.

Claims for refund must be made to the nearest Employment Office of the Department of Employment.

PART-TIME, DOMESTIC EMPLOYEES, EMPLOYEES ABROAD OR OVER 65

Any employer not eligible for registration who wishes to claim refund or partial refund of tax from the Department of Health and Social Security for part-time employees, employees aged 65 or over, domestic or nursing help in certain private households, or employees abroad, must ensure that his claim is received by the Department of Health and Social Security by 30 September 1973. Leaflet SEPL. 17 is also available at Social Security Offices and gives further information about these claims.



Issued by H.M. Government

MEET THE S.E.T. DEADLINES

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 723156 8